HOUSING EXPORTS

KEY U.S. HOUSING MARKETS: OPPORTUNITIES AND CONTACTS IN CHICAGO

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Table of Contents

1.0 EXECUTIVE SUMMARY **8**

2.0 OVERVIEW **10**

2.1 Purpose of This Guide *10*

2.2 How to Use This Guide *10*

2.3 Definition of Chicago Market Area *11*

3.0 THE OPPORTUNITY **13**

3.1 A Large and Growing Population *13*

3.2 Household Formation Also Strong *13*

3.3 Household Characteristics Shape Demand for Housing Types *14*

3.4 A Diverse Economy Provides Stability *15*

3.5 Record Housing Development Activity in Recent Years *16*

3.6 Major New Residential Projects *17*

3.7 Resale Activity Further Demonstrates Market Strength *17*

3.8 Strengths and Weaknesses of the Local Housing Market *18*

3.9 Notable Trends and Opportunities for New Construction and Renovation *18*

3.10 Forecasts for Five Key Residential Products *20*

3.10.1 Cabinetry **21**
3.10.1.1 New Construction Market for Cabinetry 22
3.10.1.2 Renovation/Repair Market for Cabinetry 24

3.10.2 Doors and Windows **30**
3.10.2.1 New Construction Market for Doors and Windows 30
3.10.2.2 Renovation/Repair Market for Doors and Windows 35

3.10.3 Flooring **40**
3.10.3.1 New Construction Market for Flooring 41
3.10.3.2 Renovation/Repair Market for Flooring 42

3.10.4 Siding **45**
3.10.4.1 New Construction Market for Siding 45
3.10.4.2 Renovation/Repair Market for Siding 46

3.10.5 Pre-engineered/Panelized Building Systems **48**
3.10.5.1 New Construction Market for Pre-Engineered/Panelized Building Systems 50

3.10.5.2 Renovation/Repair Market for Pre-Engineered/Panelized Building Systems..... 56

4.0 GETTING CONNECTED.....57

4.1 THE BASICS OF EXPORTING TO THE U.S. 57

4.1.1 PRODUCT CLASSIFICATION 57

4.1.2 USING A CUSTOMS BROKER 58

4.1.3 U.S. CUSTOMS DUTY AND IMPORT REGULATIONS 59

4.1.4 COUNTRY OF ORIGIN MARKING 61

4.1.5 BUSINESS IMMIGRATION ISSUES 62

4.2 EXPORT MARKETING TECHNIQUES AND STRATEGIES 62

4.2.1 DISTRIBUTION CHANNELS 63

4.2.2 PRICING STRATEGIES 67

4.2.3 PROMOTIONAL TECHNIQUES 69

4.2.4 PRODUCT DESIGN AND MODIFICATION 70

4.2.5 AFTER-SALES SERVICE 71

4.3 LESSONS LEARNED FROM PAST EXPERIENCE 71

4.4 REGULATIONS, SPECIFICATIONS AND BUILDING CODES 78

4.4.1 REGULATIONS AND SPECIFICATIONS 79

4.4.2 BUILDING CODES 85

4.5 KEY CONTACTS IN THE CHICAGO AREA 86

5.0 WHO ELSE CAN HELP? 89

5.1 CANADA MORTGAGE AND HOUSING CORPORATION 89

5.2 CANADIAN CONSULATE OFFICE 90

5.3 EXPORT PROGRAMS 91

APPENDICES:

Appendix One:	Overview of Local Demographic, Economic and Market Conditions
Appendix Two:	Projects in Planning or Early Development Stages
Appendix Three:	Key Contacts in the Chicago Area
Appendix Four:	Contact Information for Cities, Towns and Villages in the Chicago Market Area

1.0 EXECUTIVE SUMMARY

This guide has been designed to help Canadian producers of residential building products and services understand and penetrate the Chicago market. This guide is one of four guides. You can get a copy of the other three guides for Boston, Massachusetts; Dallas, Texas; and Seattle, Washington from Canada Mortgage and Housing Corporation (www.cmhc-schl.gc.ca) or the Department of Foreign Affairs and International Trade (www.infoexport.gc.ca).

The Chicago metropolitan area represents one of the largest, most dynamic markets in the United States. Home to 8.2 million people, the City of Chicago and surrounding communities represent a major opportunity for Canadian exporters of residential products and services. In the past ten years alone, the population of the metropolitan area has increased by some 850,000, with 300,000 new housing units of all types being added. This growth is expected to continue over the next decade.

The City of Chicago is the predominant urban centre within this market, with a population of 2.9 million individuals living in 1.1 million dwelling units. While it can be considered a mature community, considerable residential development activity is taking place within the City in the form of conversion, infill and redevelopment. For example, the Chicago Housing Authority, one of North America's largest public housing agencies with 32,000 rental units, recently embarked on a $1.5 (U.S.) billion dollar capital program to improve housing quality for its tenants. Loft conversions and major condominium development are particularly active within the Central Business District.

The steady aging of the population is also giving rise to a growing number of senior citizen housing developments in lakefront neighbourhoods and the eastern portion of the City. At the same time, given that 88% of the City's housing stock (almost a million dwelling units) is more than 30 years old and 500,000 dwelling units are more than 60 years old, the opportunities for suppliers of repair and renovation products are substantial.

While the City of Chicago is the largest single urban centre, there are, in fact, almost 300 individual municipalities covering nine counties comprising the overall metropolitan area. These include a number of rapidly growing suburban communities such as Dekalb, Naperville, Aurora, Joliet, Bolingbrook, Plainfield and Elgin, which are each seeing as many as 1,000 new homes being built annually, primarily single family and townhouse units in large new subdivisions. In the last few years, new residential development activity has averaged close to 30,000 new units annually across the metropolitan area. In 1999 and 2000, residential permits were issued for 39,091 and 38,073 units, respectively—two of the largest totals ever recorded for the area.

While the United States economy is currently experiencing a slowdown, and the events of September 11 have contributed to reduced levels of activity across virtually all sectors, housing markets are holding up well. Low interest rates, greater access to low downpayment lending, continued population growth and accelerating household formation are economic fundamentals driving this market. Speaking in October, 2001, the Chair of Fannie Mae (the U.S. housing finance agency) projected that 15 million more families are expected to purchase homes in the

U.S. over the next ten years—an increase of 50% over the previous ten years, with consumer demand for residential development rising from $11 trillion to $21-25 trillion by the year 2010. A variety of economic publications have suggested that, while the events of September 11 may cause a short-term slowdown in housing sales (lasting perhaps 6-12 months), the above fundamentals are anticipated to hold over the long term.

The Chicago market is expected to reflect these trends. Its diverse economic base will enable it to weather the current economic slowdown better than most areas of the U.S.

In light of these projections, the Chicago market represents a significant opportunity for Canadian exporters of residential building products. Opportunities are particularly strong for producers of cabinetry, doors and windows, flooring, siding and pre-engineered/panelized building systems. Forecasts of overall Chicago market-area demand are provided for each of these products in this guide.

The guide goes on to provide important contact information on distributors, wholesalers, manufacturers representatives, builders, developers and contractors serving the Chicago market. It also identifies associations that may be able to provide further information to help exporters link up locally, including a variety of helpful websites. For those unfamiliar with the export process, the guide also outlines some key trade regulations and processes and identifies supports and services available through Canada Mortgage and Housing Corporation, the Canadian Consulate General, Chicago, the Department of Foreign Affairs and Trade (DFAIT) and various government export programs.

2.0 OVERVIEW

2.1 *PURPOSE OF THIS GUIDE*

This market guide for the Chicago area is geared toward meeting the needs of Canadian exporters of residential products and services. The guide is designed to provide information to help Canadian exporters understand and penetrate this large and growing U.S. market. It acts as a reference tool, providing a range of useful market information and practical advice on how to penetrate the Chicago market. Detailed contact lists provide valuable leads to the chain of suppliers, wholesalers, distributors and contractors active in the area. The guide also provides information on help available from Canada Mortgage and Housing Corporation, the Canadian Consulate staff and various Canadian export programs and services.

2.2 *HOW TO USE THIS GUIDE*

Firms looking for information on opportunities in the Chicago area will be able to obtain both general overview and very detailed information from this guide.

The main body of the guide highlights the key characteristics and trends of the Chicago housing market. It summarizes local economic conditions and provides projections of expected population growth and housing demand. It then goes on to project demand for five key residential building products

- cabinetry;
- doors and windows;
- flooring;
- siding; and
- pre-engineered/panelized building systems.

In order to determine which five key products to review in this report, we conducted an analysis of the products with the largest sales volumes and/or growth potential in consultation with CMHC and the building products trade officer of the Consulate General of Canada in Chicago.

The report then summarizes some important trade regulations and processes and outlines some key contacts for the area.

The Appendices provide a wealth of detailed information to help exporters to the Chicago market. More detailed demographic and development statistics are provided in Appendix One. We recommend that firms who are seeking to enter the Chicago market for the first time carefully review this information. It provides direction as to which communities to target: those with the highest populations and those expected to grow at the highest rates. Housing form is also important to residential building products of various types, with significant differences in the use of construction products between multi-storey and single family dwellings. Knowing where the highest demand for your product lines will be will help you to plan your marketing strategy.

Appendix Two provides information on some of the larger residential projects in the planning or early development stages throughout the Chicago market area. These represent important opportunities for exporters of building products and include both inner city redevelopment initiatives and suburban subdivision activity.

Appendix Three gives an outline of the key contacts in the area that you will need to reach (including builders and developers, contractors, suppliers, wholesalers, distributors and associations) and a list of websites that will be helpful to you.

In terms of building codes, each municipality within the Chicago area (and there are some 300 of these) has its own building code regulations and requirements. We have not attempted to detail all of these, but have provided information on how to access codes for individual municipalities. A full list of municipalities and contact information is provided in Appendix Four.

2.3 DEFINITION OF CHICAGO MARKET AREA

The Chicago market area corresponds to the U.S. Census Bureau definition known as the "Primary Metropolitan Statistical Area" (PMSA). The table below shows the 9 counties in this market area, as well as the names of cities in each county that had a population of over 70,000 in 2000. A total of 10 cities were at this population level, although the City of Chicago itself is by far the dominant centre, with close to 3,000,000 population.

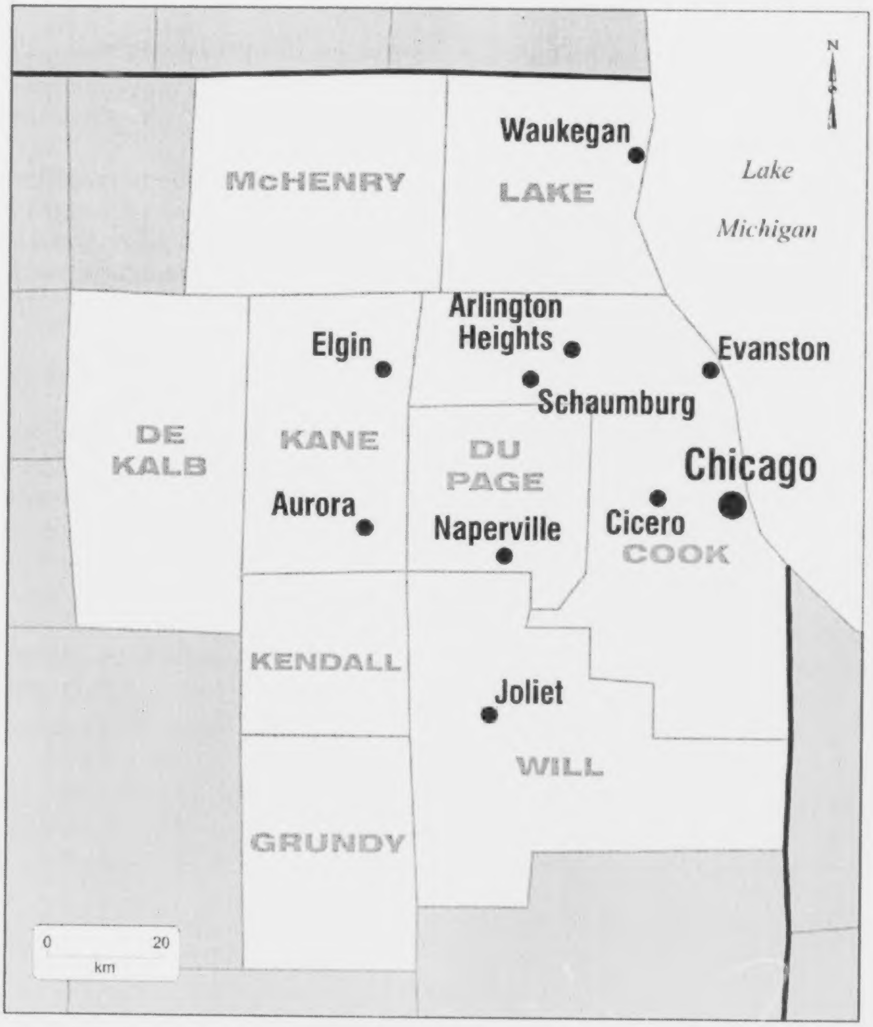
Table 1
Counties and the Largest Cities in the Chicago Market Area

County	**Cities over 70,000 population in 2000**	
	Name of City	**Population**
Cook	Chicago	2,896,014
	Cicero	85,616
	Arlington Heights	76,031
	Schaumburg	75,386
	Evanston	74,239
DeKalb	no large cities	
DuPage	Naperville (also partly in Will County)	128,358
Grundy	no large cities	
Kane	Aurora (also partly in DuPage, Kendall and Will Counties)	142,990
	Elgin (also partly in Cook County)	94,487
Kendall	no large cities	
Lake	Waukegan	87,901
McHenry	no large cities	
Will	Joliet (also partly in Kendall County)	106,221

Source: U.S. Census Bureau

The map below outlines the market area. Counties are shown in capital letters. A complete list of cities, towns and villages by county (including population in 2000) is provided in Appendix Four.

Map of Chicago, Illinois Market Area


N
Waukegan
McHENRY
LAKE
Lake
Michigan
Arlington
Heights
Elgin
Evanston
Schaumburg
DE
KALB
KANE
DU
PAGE
Chicago
Aurora
Naperville
Cicero
COOK
KENDALL
Joliet
WILL
GRUNDY
0
20
km

Map Source: Weldon Hiebert, Cartographer, Department of Geography, University of Winnipeg, Winnipeg Manitoba

3.0 THE OPPORTUNITY

The Chicago market area represents one of the most significant opportunities within the United States for Canadian exporters of residential building products and services. Below we outline the factors contributing to this level of opportunity.

3.1 A LARGE AND GROWING POPULATION

The Chicago market ranks third among the 280 U.S. metropolitan areas in total population (behind only New York and Los Angeles), with 8.3 million persons. This is almost double the size of the largest Canadian metropolitan market (the Greater Toronto Area). The information below will provide some details, with more detailed analysis provided in Appendix One.

Population in the Chicago area has been expanding steadily. From 1990 to 2000, it rose from 7.41 million to 8.27, a growth of 11.6% in ten years. Perhaps somewhat surprisingly, this placed the Chicago area a strong seventh in population increase among all U.S. metropolitan areas during this period.

It is interesting to note that, while the whole market area ranked seventh in population growth, the City of Chicago itself ranked only 150th among U.S. cities in terms of population growth during this period. This observation speaks to the tremendous residential activity occurring in suburban communities surrounding Chicago as the city expands outwards. For example, the City of Joliet is currently the third fastest growing city in the State of Illinois and has seen residential permits grow from 200 per year in the late 1980's to 1,400 per year in the late 1990's.

Nevertheless, population growth has not been limited to only newer suburban areas. The City of Chicago itself experienced its first population increase since World War II during the 1990's, increasing by 112,290 between 1990 and 2000. This reflects a growing interest among empty nesters in living within and close to the Central Business District, particularly within the growing number of condominiums and converted lofts.

Local forecasters project that growth is expected to continue over the next ten years in most parts of the market area, although at a slower rate.

3.2 HOUSEHOLD FORMATION ALSO STRONG

While population growth is an indicator of housing demand, a greater understanding can be gained by looking at household formation, as the demand for housing units is a direct function of the number of households seeking accommodation.

The rate of household formation in the Chicago market area is also strong. Census data show an increase of 300,150 households in the market area from 1990 to 2000. This represents household growth of 11.2% over the period and has been supporting housing market development activity of some 30,000 new starts annually across the market area.

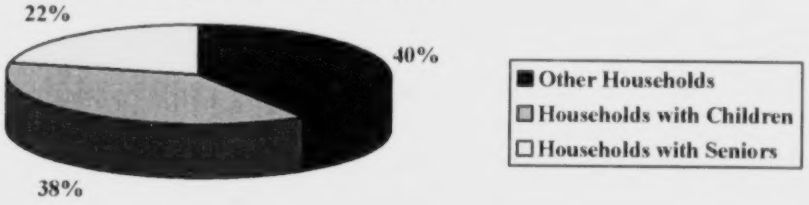
3.3 *HOUSEHOLD CHARACTERISTICS SHAPE DEMAND FOR HOUSING TYPES*

The household characteristics of the Chicago market show a diverse range of needs. While about two thirds of households in the Chicago market are families, only about one third of households include children under age 18. At the opposite end of the scale, over 20% of households include persons over the age of 65. Almost a third of households are non-family households, mostly single individuals living alone.

Much of the demand for non-family and seniors housing, as might be expected, is found within the City of Chicago itself. Thus, development activity within the City focuses heavily on condominium and rental apartments, loft conversions and senior citizen housing developments. Outlying suburban areas where most of the new development activity is located tend to be highly family oriented.

Figure 1

Percentage of Households with Children or Seniors in Household
Chicago Market Area, 2000



Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/

The Chicago market is also characterized by a predominance of homeowners. Almost three-quarters (74.5%) of all households are homeowners. Here again, the lowest percentage (57.9%) is in Cook County (where the City of Chicago is located), with many outlying suburban areas exceeding 80%.

It is interesting to note that the rate of home ownership has been increasing in virtually all parts of the market (even in Cook County, where home ownership has grown from 55.5% of households in 1990 to 57.9% in 2000). Forecasters expect this trend to continue.

In terms of age, the largest age groups are the 0-19 years and 35-54 years of age. Adults age 35-54 comprise both the prime "move-up" market for new homes and the prime home renovation age. At the same time, forecasters expect a steady increase in the number of senior citizens across the market area, which will create a growing need for senior citizen housing. Similarly, the population of young adults (age 20-34) is also expected to grow steadily over the next ten years. This will cause a steady increase in first-time homebuyers.

Overall, the Chicago market area is expected to surpass the forecasted national growth rates for children age 0-19, young adults age 20-34 and adults age 35-54 over the next 10 years.

Income data show that 20.1% of all households possess incomes over $100,000. These are prime households for the home renovation and repair market. While the outer suburban areas possess the highest income profile, it is interesting to note that Cook County is expected to experience the highest growth in median income in the future. This further reflects the movement back to the City and the interest in higher end condominiums, lofts and other such products.

3.4 A DIVERSE ECONOMY PROVIDES STABILITY

Over the past two decades, the Chicago area economy has become highly diversified. At one time a heavily manufacturing-oriented region, the number of manufacturing jobs has steadily declined over the past twenty years and now total only 16% of area employment. The finance, insurance and real estate and service sectors, conversely, now total 38% of the workforce.

The size of the Chicago economy has been estimated at $300 billion annually, ranking it third among U.S. metropolitan areas. A recent study by Chicago Technology Today[1] finds that the area possesses the single most diverse economy in the U.S., making it less vulnerable to economic downturns than areas with more concentrated business mixes. It is home to a wide group of industries and headquarters for several major Fortune 500 companies, such as Sears Roebuck, Ace Hardware, Motorola, Quaker Oats, Allstate Corporation, Archer Daniels Midland and Caterpillar, Inc.

The Chicago area ranks second in the country in terms of total business establishments, with 210,468 (second only to New York with 224,097). A measure called "Buying Power Index" (BPI) reported in Sales and Marketing Magazine in August 1998 ranks Chicago as first in the country with a BPI of 3.1921. The same study ranked it second in "Total Effective Buying Income" (EBI) and second in Households with EBI of $150,000 or more.

From 1987 to 1997, as the economic base of the area expanded, employment grew by 1.3% annually, adding 500,000 jobs and ranking the City of Chicago second in the U.S. in job creation. At the same time, the Chicago area's personal income growth of 4.7% from 1990 to 1998 annually was the highest among the five largest U.S. cities.

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[1] Chicago Technology Today, City of Chicago High Tech Business Resource, http://www.chicagotechtoday.com/

Total employment in the area is currently estimated at approximately 4.4 million. The unemployment rate for the market area as of August 2001 was 5.6%, which is up slightly from the 4.1% observed one year earlier, but still indicative of a strong local economy.

Local forecasters project continued steady growth in employment over the next decade. Total employment growth of 15.2% is expected from 1998 to 2008. This rate of growth would generate more than 600,000 new jobs in the market area and further supports an expectation of continuing strong demand for housing.

3.5 RECORD HOUSING DEVELOPMENT ACTIVITY IN RECENT YEARS

The growth in population, households and employment, combined with low interest rates and improved low downpayment lending practices, have sparked record levels of housing development activity across the Chicago market in recent years.

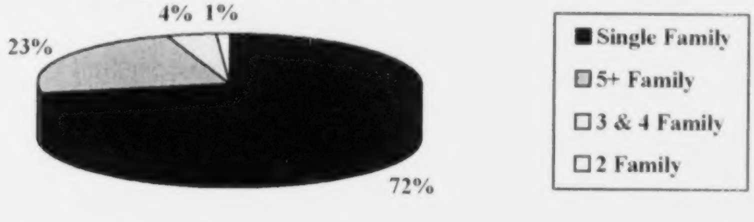
The years 1999 and 2000 rank as two of the most active years on record in the Chicago market area. Permits were issued for some 39,000 and 38,000 new dwellings, respectively, during these two years. These permits represented an annual total of **$5 billion** in residential construction expenditures in each of these years. While totals are not yet available for 2001, discussions with area planning departments indicate that to date, 2001 is seeing similar levels of activity across the area.

While Cook County is the largest individual area for new construction, in 2000 it represented less than one-third of permits issued for the entire market and only 27% of the total value of residential permits. Opportunities clearly exist across the market area.

The number of residential units being developed within Cook County is evenly split between multiple unit dwellings and single family dwellings. The rest of the area is heavily weighted toward single family dwellings. In fact, while Cook County represents 59.8% of all multiple dwelling units being developed in the area, it represents only 19.7% of single family. Overall, single family dwellings accounted for 72% of residential permits issued in the market area in 2000 and 85% of the value of these permits.

Figure 2

Percentage of Building Permits Issued by Unit Type
Chicago Market Area, 2000



Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

3.6 *MAJOR NEW RESIDENTIAL PROJECTS*

Numerous major residential development projects are underway in various locations. For example, the Chicago Housing Authority, which operates 32,000 public housing units, recently initiated a $1.5 billion capital program to upgrade its portfolio. Another example within the City of Chicago is a major redevelopment project known as the North Towne Village Market Plan, which includes hundreds of condominium units among its planned $2.7 billion scheme. University Village is a multi-phase residential development within the City that will generate hundreds of converted loft units, condominiums and flats. Numerous large-scale subdivisions are underway in rapidly growing suburban communities such as Joliet, Aurora, Naperville, Bolingbrook and Dekalb. Joliet alone has seen its level of activity jump from 454 residential permits issued in 1990 to 1,536 in 2000, an increase of 238%.

One recent conversion project in downtown Chicago involves the Blackstone Hotel. It is currently being converted into luxury condominium units beginning at 4,000 square feet, with a selling price set at $2.2 million. Another involves the former Montgomery Ward store, which is a 21-storey building currently being converted into 104 units, with prices beginning at $225,000 for a 793 square feet unit, up to $1.6 million for the penthouse suites.

Appendix Two provides information on some 200 residential projects in the planning and development stages throughout the market area.

F.W. Dodge has forecast growth for the Chicago market area of 8% between 2001 and 2002, but these forecasts were made prior to the events of September 11, 2001. The National Association of Home Builders has prepared an updated forecast as of December 21, 2001[2]. This forecast indicates that the total number of new housing units built across the nation will decline from 1.79 million in 2001 to 1.774 million in 2002, but then rebound strongly in 2003 to 1.863 million units.

3.7 *RESALE ACTIVITY FURTHER DEMONSTRATES MARKET STRENGTH*

While new residential construction has grown in recent years, resale activity further demonstrates the strength of the Chicago housing market. Rapid escalations in resale prices provide evidence of the strength of the resale market. In the one year period from the third quarter of 1999 to the third quarter of 2000, for example, the median price of single family detached resale homes rose 5.1% in the market area (from $162,411 to $170,617), while the median price of single family attached dwellings (semis and townhouses) rose 6.7% (from $122,389 to 130,528).

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[2] NAHB Economic and Housing Forecast, http://www.nahb.org

Strong resale markets generally go hand-in-hand with heightened renovation activity. Given the continued declines in interest rates, and continued population growth and household formation within the Chicago market area, strong levels of renovation activity are expected.

3.8 STRENGTHS AND WEAKNESSES OF THE LOCAL HOUSING MARKET

The Chicago area housing market is expected to continue to benefit from relatively low interest rates which are encouraging first time buyers to enter the market and also having a positive effect on the home renovation market. One of the major sources of information for the Chicago market is chicagobusiness.com, who predicts continued strength in the home remodelling market because interest rates have remained low.

3.9 NOTABLE TRENDS AND OPPORTUNITIES FOR NEW CONSTRUCTION AND RENOVATION

Notable trends in the Chicago Market Area for the following construction types are provided below:

- Infill construction is the primary form of new construction in built-up areas such as the cities of Chicago and Joliet.
- Loft conversions are a large component of the market in downtown Chicago
- The condominium market remains strong, including areas such as downtown Evanston, where new condominium units have risen by 9% for 2001 compared to 2000[3]. Within the City of Chicago, the high number of new units coming on to the market may result in a glut of units placed on the rental market by investors[4].
- Senior's housing will continue to grow as the population ages, including increased construction of retirement facilities and condominiums to meet the needs of this increasing market group
- The Chicago Housing Authority recently embarked on a $1.5 billion capital improvement plan
- New subdivision development is continuing to be based in outlying communities which are expanding rapidly
- Rehabilitation/renovation for buildings purchased as rental investment properties will continue to grow, as well as the market for homeowners looking to undertake renovation projects which are attractive due to low interest rates.

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[3] www.chicagobusiness.com Downtown Evanston: a hot alternative for home buyers

[4] www.chicagobusiness.com Rental properties spark investor interest

The value of typical renovation projects undertaken in 2000 and 2001 in the Chicago area are shown below:

Table 2
Typical Renovation Projects, Chicago Market Area, 2000-2001

Project	Job Cost 2000	Job cost 2001	Change in Job Cost	% Change in Job Cost
Attic Bedroom	$32,092 *	$38,704	$6,612	20.6%
Basement Refinishing	45,404	45,404 **	0	0.0%
Bathroom Addition	16,100	16,100 **	0	0.0%
Bathroom Remodel	11,009	11,009	0	0.0%
Deck Addition	8,985 *	6,453	-2,532	-28.2%
Exterior Paint	9,534	9,534 **	0	0.0%
Family Room Addition	54,345	56,091	1,746	3.2%
Home Office	9,359 *	12,721	3,362	35.9%
Major Kitchen Remodel	34,821 *	44,330	9,509	27.3%
Master Suite	73,414	78,613	5,199	7.1%
Minor Kitchen Remodel	16,981	18,181	1,200	7.1%
Re-roofing	14,203	14,203 **	0	0.0%
Siding Replacement	6,539 *	8,028	1,489	22.8%
Sunroom	30,967	30,967 **	0	0.0%
Two-storey Addition	77,100	77,100 **	0	0.0%
Window Replacement	8,435	10,694	2,259	26.8%

* 1999 Data ** 2000 Data
Source: http://www.remodeling.hw.net/frmCostValue

The above factors show that the Chicago Market Area ranks as one of the most vibrant residential markets in the United States. Growing population, continued household formation and economic diversity are contributing to record levels of residential development. The large stock of existing homes and the strong resale market point to major opportunities for renovation products. Canadian exporters should give strong consideration to entering this market.

Below we outline the market opportunities for five residential products of particular interest to Canadian exporters.

3.10 FORECASTS FOR FIVE KEY RESIDENTIAL PRODUCTS

Review of available data and discussions with CMHC, the Canadian Consulate General in Chicago and F.W. Dodge indicate that five key residential products are of particular interest to Canadian exporters to the Chicago Market Area. These include:

- Cabinetry
- Doors and Windows
- Flooring
- Siding
- Pre-Engineered/Panelized Building Systems

Forecasts for these products are provided below.

Information for four product lines (Cabinetry, Doors and Windows, Flooring and Siding) was provided by F. W. Dodge, part of the McGraw-Hill Construction Information Group. This firm collects data from the construction industry across the U.S. and Canada, and then prepares detailed forecasts for 22 specific product types. Data are collected using a variety of methods, including contacting builders and permitting offices within local municipalities. New home designs are analyzed to determine which features are most likely to be present in a typical home being built. Factors are then applied based on typical new home designs (e.g. number of windows) and housing growth forecasts, using this information to calculate the level of demand for specific products. F.W. Dodge develops their forecasts for residential construction products based on product demand, which is directly related to the number of housing starts in a particular area.

F.W. Dodge develops their forecasts for residential home renovation products based on product demand.

The following table summarizes the change in the percentage of demand of units for the four product lines between 2000 and 2002.

Table 3

F.W. Dodge Forecast Percentage Change in Products Required for New Construction and Renovation and Repair Chicago Market Area, 2000-2001 and 2001-2002

Product	New Construction		Renovation and Repair	
	2000-2001	2001-2002	2000-2001	2001-2002
Cabinetry	-1%	7%	1%	1%
Interior Doors	-1%	7%	1%	1%
Exterior Doors	-2%	7%	1%	1%
Patio Doors	-3%	7%	1%	1%
Windows	-5%	6%	1%	1%
Flooring	-3%	7%	1%	1%
Siding	-5%	6%	1%	1%

Source: F.W. Dodge Forecasts

While year-end totals have not yet been provided, F.W. Dodge are expecting to show a small decrease in demand for new construction between 2000 and 2001. The degree of decrease varies by the type of product, with cabinetry and interior doors having modest decreases (-1%), while windows and siding show significant decreases (-5%).

The decrease shown in the forecasts above is based on the number of housing starts in the Chicago Market Area, and is also affected by the types of homes built including factors such as number of doors and rooms, size of the home and finishes typically used in the area. Between 2001 and 2002, F.W. Dodge has forecast growth for new construction for all four product lines of between 6 and 7%. This is based on an expectation of an increase in housing starts which reflects the growing levels of activity in the latter part of 2001 which occurred primarily due to drops in interest rates.

For renovation and repair, F.W. Dodge has forecast that all four product lines show similar growth rates for 2000-2001 and 2001-2002.

3.10.1 Cabinetry

The market for cabinetry is significantly impacted by both new construction and renovations, notably kitchens and bathrooms. The following information on the demand for cabinetry in the Chicago Market Area was prepared by the F. W. Dodge Market Analysis Group in August 2001.

3.10.1.1 New Construction Market for Cabinetry

F. W. Dodge projects that the demand for cabinets in newly constructed dwellings in the Chicago Market Area will approach half a million units in 2002. The types and quantities of cabinets required for new homes built in 2000 and forecast to be built in 2001 and 2002 units are shown below.

Table 4
Product Demand, Cabinetry, New Construction
Chicago Market Area
2000 Actual and 2001 and 2002 Projected

Total Product Demand in Units	2000	2001	2002	% change 2000-2001	% change 2001-2002
Kitchen	372,699	367,593	394,318	-1%	7%
Bathroom /vanity	52,569	51,849	55,618	-1%	7%
Other room cabinets	16,929	16,697	17,911	-1%	7%
Total	**442,197**	**436,139**	**467,847**	**-1%**	**7%**

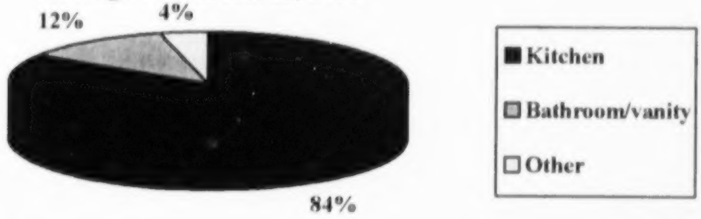
Source: F.W. Dodge Market Analysis Group

Other room cabinets would include storage cabinets in laundry or utility rooms, excluding kitchens and bathrooms.

The share of the various types of cabinets is shown below.

Figure 3

Share of Types of Cabinets, New Construction
Chicago Market Area, 2000



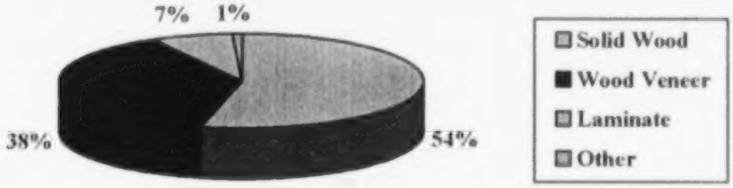
Source: F.W. Dodge Market Analysis Group

F. W. Dodge finds that kitchen cabinet units average 13.7 per new dwelling, while bathroom cabinet units average 1.9 per dwelling. Other room cabinets are installed in only 62% of new dwellings.

In 2002, it is expected that the majority of cabinet door fronts will be solid wood. The following chart shows the various door front materials forecast to be used in 2002.

Figure 4

Cabinet Door Front Material Forecast, New Construction
Chicago Market Area, 2002

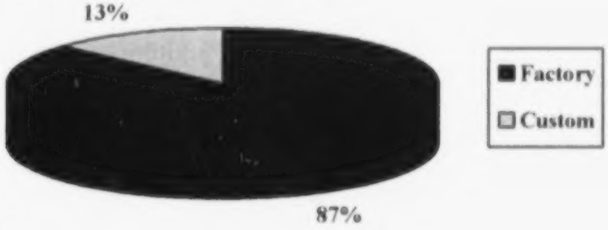


Source: F. W. Dodge Market Analysis Group

Factory built cabinets will make up the largest segment of the market for 2002.

Figure 5

Type of Cabinet Manufacturer Forecast, New Construction
Chicago Market Area, 2002

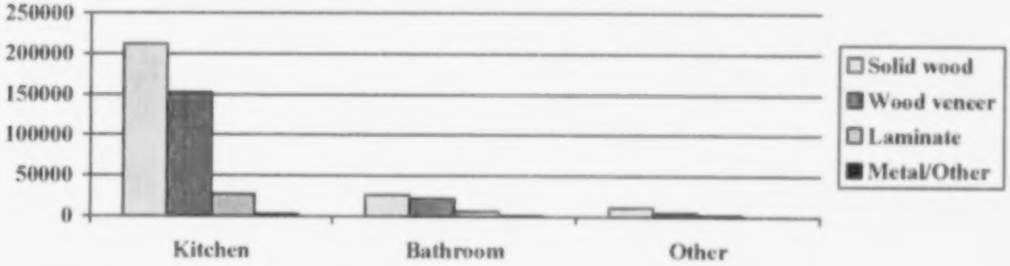


Source: F. W. Dodge Market Analysis Group

The material forecast to be used for the door fronts of cabinets installed in 2002 is broken down by location in the home as shown below.

Figure 6

Number of Units by Type of Cabinet Material Forecast, New Construction, Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

Only 316 units of metal door front cabinets are forecast to be used in kitchens. This type of door front was not forecast to be used in other locations.

3.10.1.2 Renovation/Repair Market for Cabinetry

While over 467,000 cabinet units in new construction are expected to be installed in 2002, F. W. Dodge projects that renovation and repair projects will demand almost 2.2 million units. The types and quantities of cabinets forecast to be installed between 2000 and 2002 for home renovations are shown below.

Table 5
Product Demand, Cabinetry, Renovation and Repair
Chicago Market Area
2000 Actual and 2001 and 2002 Projected

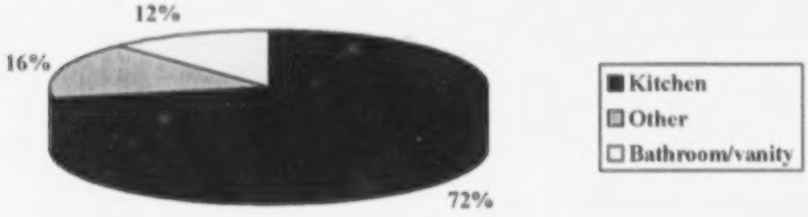
Total Product Demand in Units	2000	2001	2002	% change 2000-2001	% change 2001-2002
Kitchen	1,539,949	1,550,612	1,560,763	1%	1%
Bathroom/vanity	256,279	258,054	259,743	1%	1%
Other room cabinets	339,216	341,565	343,801	1%	1%
Total	**2,135,444**	**2,150,231**	**2,164,307**	**1%**	**1%**

Source: F. W. Dodge Market Analysis Group

The actual product demand for cabinetry in renovation and repair projects for 2000 is broken down by the various locations where the cabinets are installed.

Figure 7

Share of Types of Cabinets, Renovation and Repair
Chicago Market Area, 2000



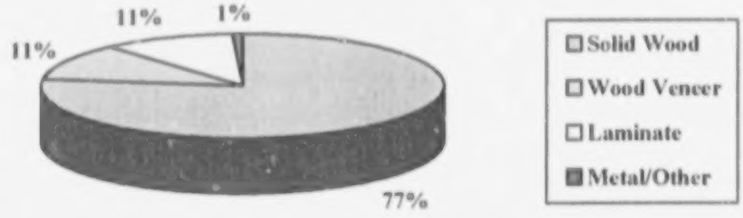
Source: F.W. Dodge Market Analysis Group

It is forecast that cabinets will be installed in approximately 40,863 renovation projects in 2002, or 4.9% of the total number of housing units in the Chicago Market Area. It is interesting to note that in new construction, only 17,911 other room cabinets would be installed, compared to 343,801 in renovations. These cabinets would include entertainment centres in living and family rooms.

As in new construction, in 2002, it is expected that the majority of door fronts for cabinet renovation projects will be solid wood, although the use of solid wood is significantly higher for renovation projects. The following chart shows the various door front materials forecast to be used in 2002.

Figure 8

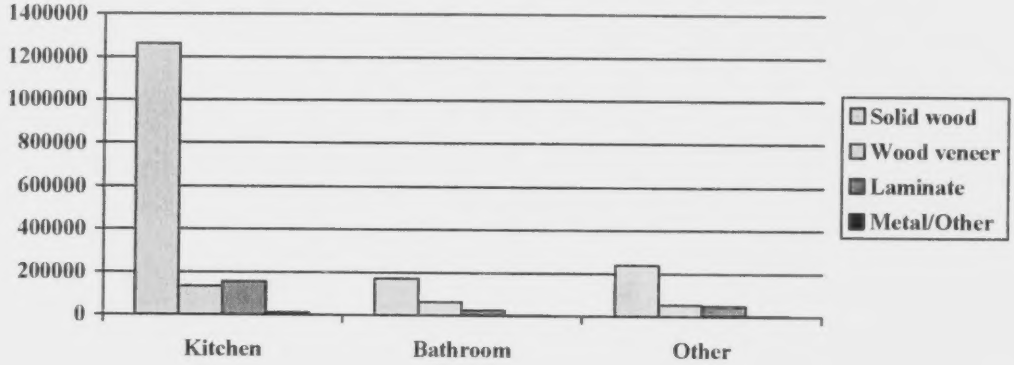
Cabinet Door Front Material Forecast, Renovation and Repair
Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

The material forecast to be used for the door fronts of cabinets installed in 2002 is broken down by location in the home as shown below.

Figure 9
Number of Units of Cabinet Door Front by Material Forecast, Renovation and Repair, Chicago Market Area, 2002

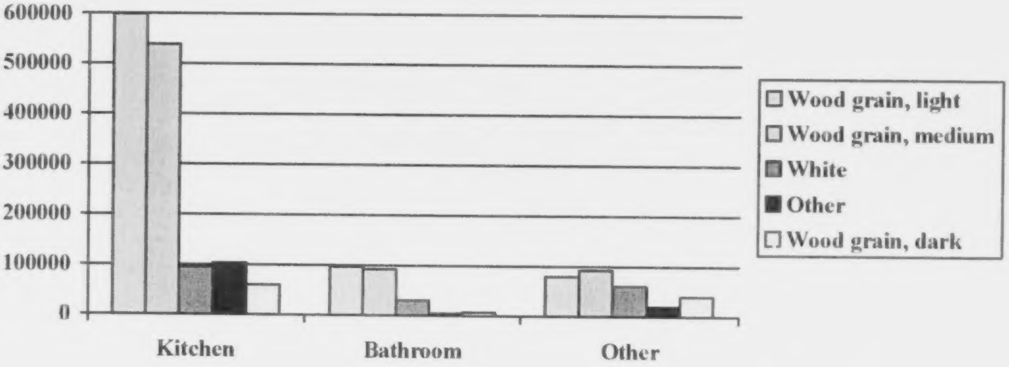


Source: F. W. Dodge Market Analysis Group

As seen in the new construction data, the most common cabinet door material forecast to be installed in renovations in all three locations is expected to be solid wood. However, although small, the use of metal and other materials is significantly higher in renovation and repair projects than for new units being constructed.

The expected colour of the solid wood and wood veneer cabinets to be installed in the three locations in the home in 2002 is shown below.

Figure 10
Number of Units by Colour of Solid Wood and Wood Veneer Cabinets Forecast, Renovation and Repair Chicago Market Area, 2002

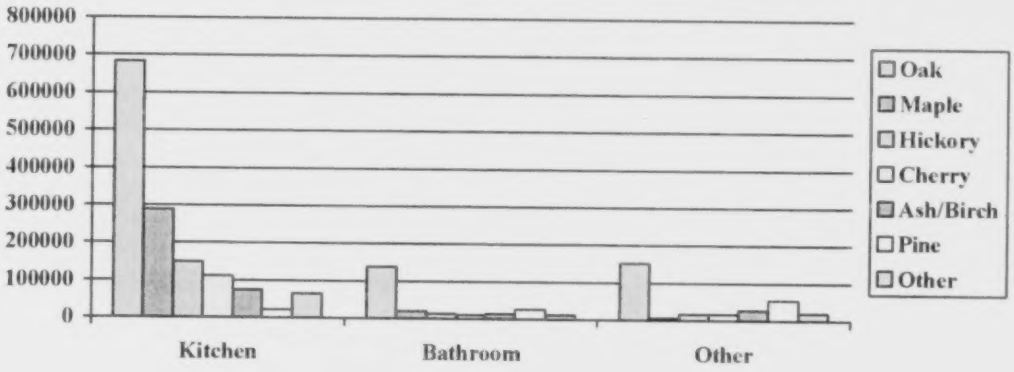


Source: F. W. Dodge Market Analysis Group

As shown above, wood grains in light or medium tones are expected to be most popular overall.

The species of wood forecast for the cabinet door fronts for renovations varies depending on where the cabinet is installed.

Figure 11
Number of Units by Species of Wood for
Cabinet Door Fronts Forecast, Renovation and Repair
Chicago Market Area, 2002



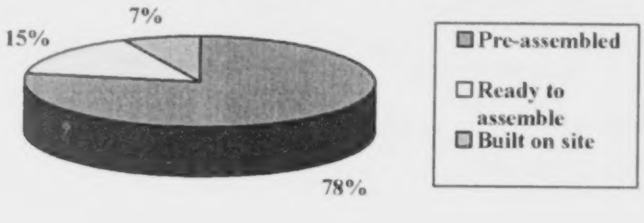
Source: F. W. Dodge Market Analysis Group

As shown above, oak is expected to be the most popular species for cabinet door fronts to be used in renovations in 2002 in the Chicago Market Area.

Pre-assembled cabinets are expected to make up the largest segment of the market for 2002 for home renovations as shown below. A higher number of cabinets will be built on site (7%) for renovation projects compared to new home construction (0.3%).

Figure 12

Type of Cabinet Manufacturer for Cabinets Forecast,
Renovation and Repair, Chicago Market Area, 2002

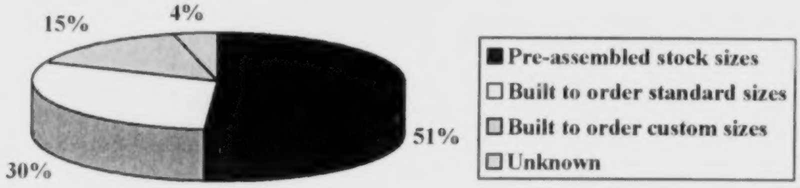


Source: F. W. Dodge Market Analysis Group

The majority of cabinets installed in renovations in 2002 are expected to be stock sizes as shown below.

Figure 13

Types of Pre-Assembled Cabinets Forecast, Renovation and Repair, Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

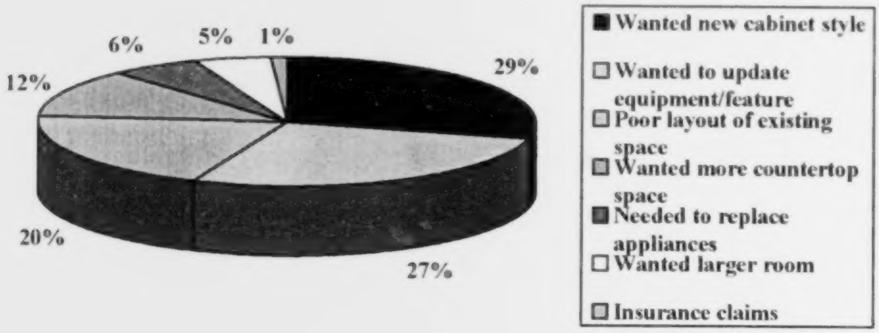
The type of cabinet installed in home renovation projects in 2002 will likely be framed (58%), compared to 10% frameless, although a significant number of projects fall into the "don't know" category (32%).

The annual value of cabinet renovations is expected to rise steadily by 0.7% from $223,518,419 in 2000 to $225,066,200 in 2001 and $226,539,538 in 2002. Since there will be an expected 149,799 homes in 2002 where cabinets will be installed, this works out to a cost per home of approximately $1,512, and an average of 14.4 cabinets per home, slightly higher than the 13.7 cabinets installed in the average new home.

The reasons for the renovation projects involving new cabinet installations for 2002 are shown below.

Figure 14

Reasons for Remodelling Involving Cabinetry Installations
Chicago Market Area, 2000



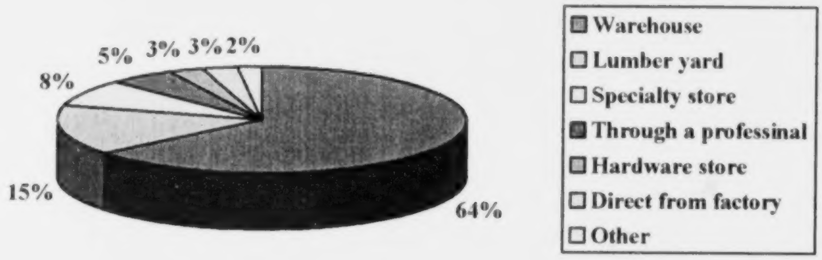
Source: F. W. Dodge Market Analysis Group

The number of cabinet remodelling jobs in 2002 is expected to be split equally between replacement/installation only (46%) and part of a larger remodelling project (46%), with adding a new room to the home accounting for the remaining 8% of the projects. More cabinet remodelling jobs in 2002 are expected to be self-installed (56%) than installed by professionals (44%), although a higher number of purchases are expected to be made through a professional (52%) than self-purchased (48%).

The place of purchase of the cabinets for renovation and repair projects is primarily through a warehouse. The location of purchases for cabinets expected to be installed in 2002 is shown below.

Figure 15

Place of Purchase of Cabinets Forecast, Renovation and Repair, Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

3.10.2 Doors and Windows

Doors and Windows make up a large part of the new construction and renovation market in the Chicago Market Area. The information provided below was prepared by F. W. Dodge Market Analysis Group in August 2001.

3.10.2.1 New Construction Market for Doors and Windows

In 2002, approximately one million units of doors and windows will be required for new construction projects. The types and quantities of doors and windows required for new homes constructed in 2000 or expected to be built in 2001 and 2002 are shown below.

Table 6
Product Demand, Doors and Windows, New Construction
Chicago Market Area
2000 Actual and 2001 and 2002 Projected

Total Product Demand in Units	2000	2001	2002	% change 2000-2001	% change 2001-2002
Interior doors	457,524	450,837	483,154	-1%	+7%
Exterior doors	103,648	101,885	109,162	-2%	+7%
Patio doors	36,718	35,767	38,232	-3%	+7%
Windows	358,993	342,071	362,884	-5%	+6%
Total	**956,883**	**930,560**	**993,432**	**-3%**	**+6%**

Source: F. W. Dodge Market Analysis Group

The average number of doors and windows expected to be installed in each new home constructed in 2002 is shown below.

Table 7
Average Number of Doors and Windows per Home Forecast, New Construction
Chicago Market Area, 2002

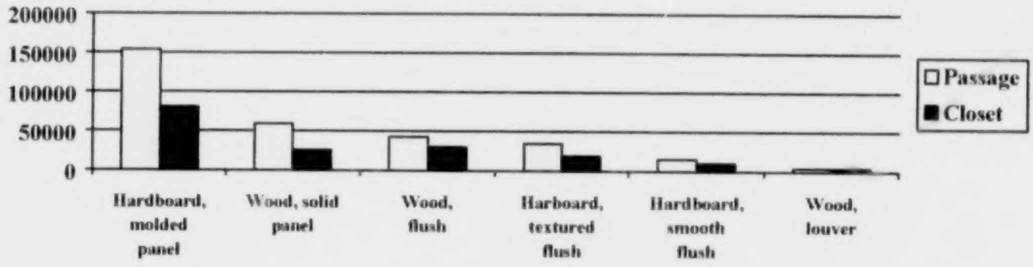
Category	Type	Demand	Average/home
Interior door	Passage doors	221,711	7.7
	Passage type used on closets	89,952	3.1
	Closet type	171,491	5.9
	Total interior doors	**483,154**	**16.7**
Exterior doors	Front wood	2,367	0.1
	Front steel	22,722	0.8
	Front fibreglass	4,280	0.1
	Front-other material	563	0.0
	Other: Hinged wood	5,399	0.2
	Other: Hinged steel	65,810	2.3
	Other: Hinged fibreglass	6,328	0.2
	Other: Hinged other material	1,692	0.1
	Total exterior doors	**109,162**	**3.8**
Patio doors	Sliding glass	23,104	0.8
	Hinged	15,158	0.5
	Total patio doors	**38,232**	**1.3**
Windows	Window openings	357,008	12.3
	Bow/bay openings	5,876	0.2
	Total windows	**362,884**	**12.5**

Source: F. W. Dodge Market Analysis Group

A typical home to be constructed in 2002 is expected to have 3.8 exterior doors, likely hinged steel type; 1.3 patio doors, probably sliding glass; 16.7 interior doors, with 10.8 being interior passage doors and 5.9 closet doors; and 12.5 windows, with relatively few bow/bay windows.

The details of the interior doors in a typical home expected to be built in 2002 are shown below.

Figure 16
Number of Interior Doors by Type Forecast, New Construction
Chicago Market Area 2002



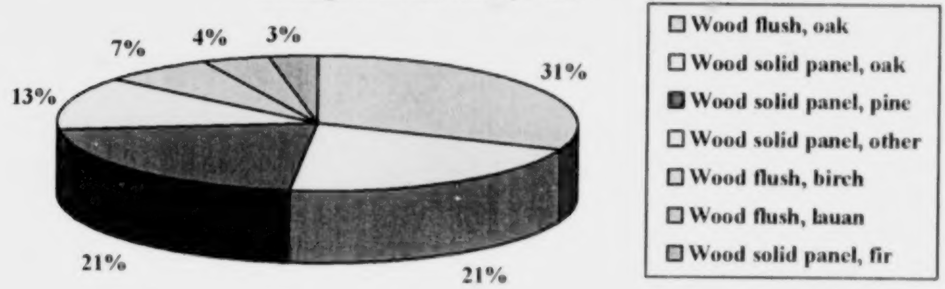
Source: F. W. Dodge Market Analysis Group

Included in the above interior doors will be specialty doors, with forecasts of over 18,000 pocket doors and 13,000 interior french doors to be installed. Approximately 61% of these interior doors will be pre-hung. Most of the passage doors are expected to be hollow core (91%). Closet doors are generally expected to be bifold double door (44%) or bypass pairs (45%), with only 8% bifold single doors, 2% accordion fold and 1% other doors expected to be used. For passage doors used on closets, it is expected that 71% will be single passage, and 29% double passage. Closet doors are expected to be mainly hollow core (85%).

The following chart shows the various interior door front materials expected to be used in 2002.

Figure 17

Interior Wood Door Front Material Forecast, New Construction
Chicago Market Area, 2002

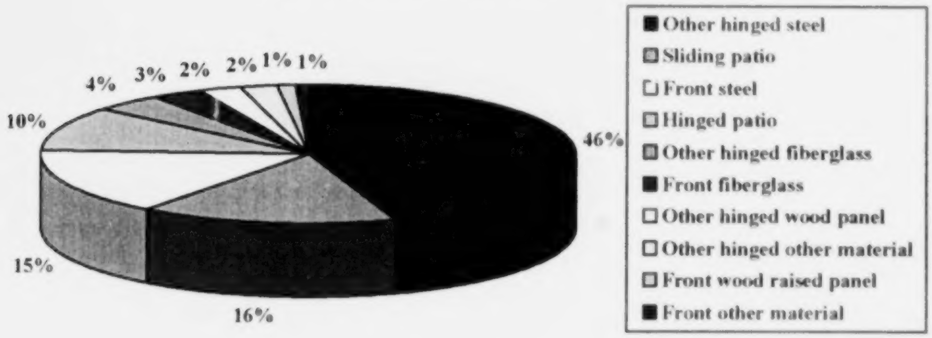


Source: F. W. Dodge Market Analysis Group

The type of exterior doors expected to be installed in homes built in 2002 is shown below.

Figure 18

Type of Exterior Doors Forecast, New Construction
Chicago Market Area 2002



Source: F. W. Dodge Market Analysis Group

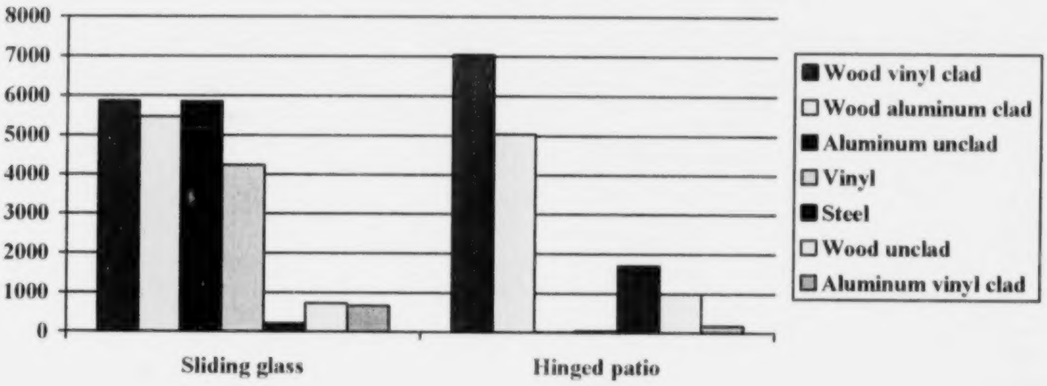
The majority of the hinged doors expected to be installed in new homes in 2002 will be single hinged (68%), with only 4% double hinged doors forecast to be installed. Each new home is expected to have slightly under 4 exterior doors, with 27% of the doors considered front doors, and 73% other exterior doors, including 24% between the house and garage and 20% between the garage and outside.

Of the hinged exterior doors expected to be installed, the largest share are expected to be steel raised panel (46%), followed by steel embossed design (27%), and steel flush plain (9%). The most popular doors used as front doors will be steel raised panel (45%), steel embossed design (29%), fiberglass raised panel (8%), and fiberglass embossed design (6%). The most popular doors expected to be used in locations other than the front door are similar, with steel raised panel used in 46% of locations, steel embossed design (26%), and steel flush plain (12%).

Patio doors expected to be installed in 2002 will be both sliding glass doors (60%) and hinged glass doors (40%). The frame material expected to be used in both of these door styles is shown below.

Figure 19

Number of Units by Frame Material for Patio Doors Forecast, New Construction, Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

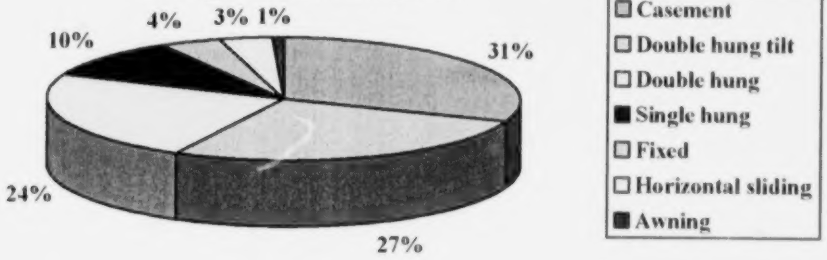
The majority of sliding glass doors forecast to be installed in new homes in 2002 are expected to have dual-pane low E glass (59%). Similarly, 67% of the hinged patio doors are expected to have dual-panes and low E glass, with only 1% of installations having single pane glass. Approximately 9% of hinged patio doors will be true french doors, and 23% will open to the outside.

In the new homes forecast to be built in 2002 in the Chicago Market Area, the most common window installed is expected to be vinyl clad wood (71%), followed by vinyl sash and frame (27%). Most of the windows installed will be dual-pane with low E (78%), with only 28% installed as dual-pane without low E.

The various types of windows expected to be installed is shown below.

Figure 20

Type of Window Forecast, New Construction Chicago Market Area, 2002

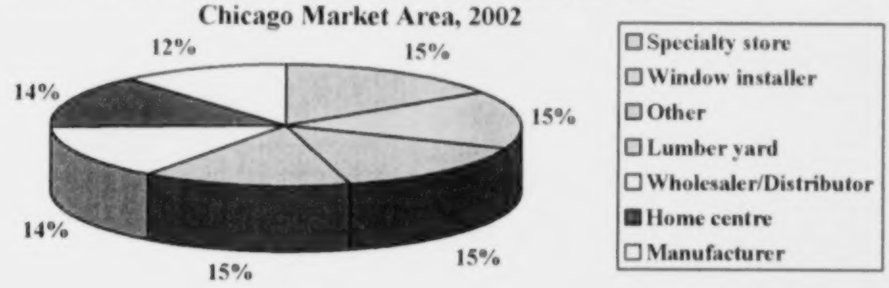


Source: F. W. Dodge Market Analysis Group

The expected place of purchase for the windows used in new home construction is shown below.

Figure 21

Place of Purchase for Windows, Forecast, New Construction
Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

As shown above, the source for the windows forecast to be installed in new homes in 2002 is relatively evenly spread among the various suppliers.

3.10.2.2 Renovation/Repair Market for Doors and Windows

Doors and windows required for renovation and repair will far surpass the demand for units needed for new construction. The types and quantities of doors and windows required for the Chicago home renovation market are shown below.

Table 8
Product Demand, Doors and Windows, Renovation and Repair
Chicago Market Area
2000 Actual and 2001 and 2002 Projected

Total Product Demand in Units	**2000**	**2001**	**2002**
Interior doors	604,146	609,578	614,783
Exterior doors	293,232	295,303	297,275
Patio doors	124,426	125,249	126,032
Windows	1,479,350	1,490,139	1,500,424
Total	**2,503,154**	**2,522,270**	**2,540,516**

Source: F. W. Dodge Market Analysis Group

The renovation market for doors and windows in terms of the number of units required is expected to grow by 1% between 2000-2001 and again by 1% between 2001-2002. The number of doors and windows forecast to be installed in renovations of homes in 2002 is shown below.

Table 9
Number of Units of Doors and Windows Forecast, Renovation and Repair Chicago Market Area, 2002

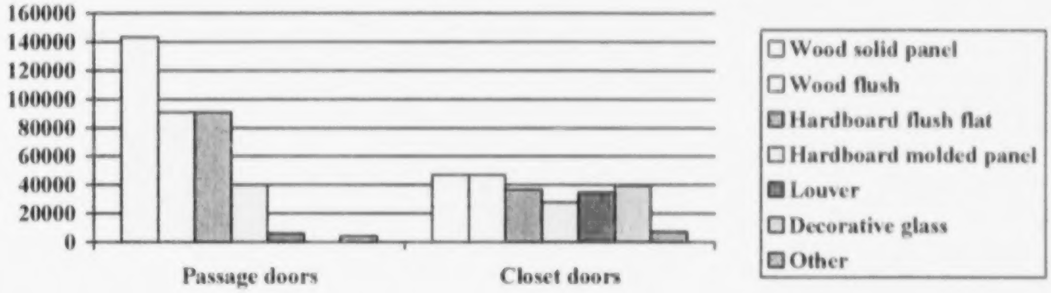
Category	Type	Demand	% share
Interior door	Passage wood	233,780	38%
	Passage hardboard	132,487	22%
	Passage other	8,509	1%
	Closet wood	128,685	21%
	Closet hardboard	66,385	11%
	Closet other	44,938	7%
	Total interior doors	**614,783**	**100%**
Exterior doors	Wood flush	14,561	5%
	Wood panel design	17,931	6%
	Steel flush	64,026	22%
	Steel raised panel	179,499	60%
	Steel embossed	13,351	4%
	Fiberglass flush	2,938	1%
	Fiberglass raised panel	3,975	1%
	Fiberglass embossed	994	0%
	Total exterior doors	**297,275**	**100%**
Patio doors	Sliding glass	78,563	62%
	French doors	27,008	21%
	Hinged patio	15,550	12%
	Other patio doors	4,911	4%
	Total patio doors	**126,032**	**100%**
Windows	Bow/bay	29,397	2%
	Single hung	72,317	5%
	Double hung	74,080	5%
	Double hung tilt	821,941	55%
	Sliding	165,799	11%
	Casement	151,689	10%
	Awning	31,749	2%
	Fixed	61,146	4%
	Greenhouse	2,352	0%
	Other	89,955	6%
	Total windows	**1,500,424**	**100%**

Source: F. W. Dodge Market Analysis Group

The details of the interior doors expected to be used in renovation projects in 2002 are shown below.

Figure 22

Number of Units of Interior Doors by Material Forecast, Renovations and Repair, Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

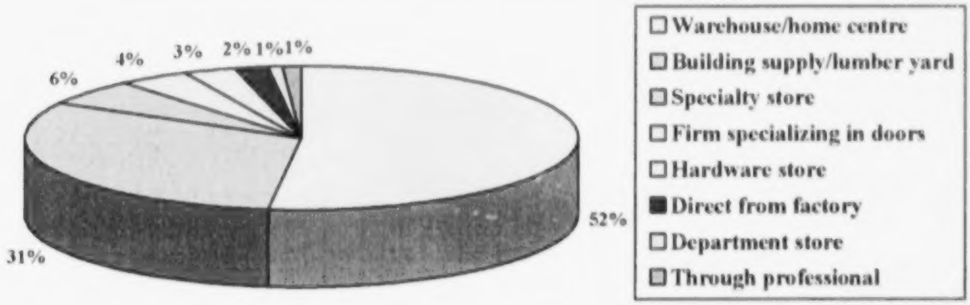
The most common doors used for passages are expected to be wood solid panel (38%) and wood flush (24%). Popular closet doors are expected to include wood flush and wood panel (20%) each), and decorative glass (17%).

In the renovation process involving the installation of interior doors, the majority of doors are expected to be installed by the homeowner (70%). Where a professional will install the interior door, the majority are expected to be directly purchased by the contractor (67%) with only 33% purchased by the homeowner.

The expected source of the purchase of exterior doors to be installed in renovations of homes in 2002 is shown below.

Figure 23

Source of Purchase of Exterior Doors Forecast Renovation and Repair, Chicago Market Area 2002



Source: F. W. Dodge Market Analysis Group

As shown above, the largest source of exterior doors for renovation will be warehouses and home centres. Of the total exterior doors installed during renovations, 57% are expected to be installed by contractors, and 43% by the homeowner. Homeowners are expected to directly purchase 52% of the exterior doors themselves, regardless of who installs the product.

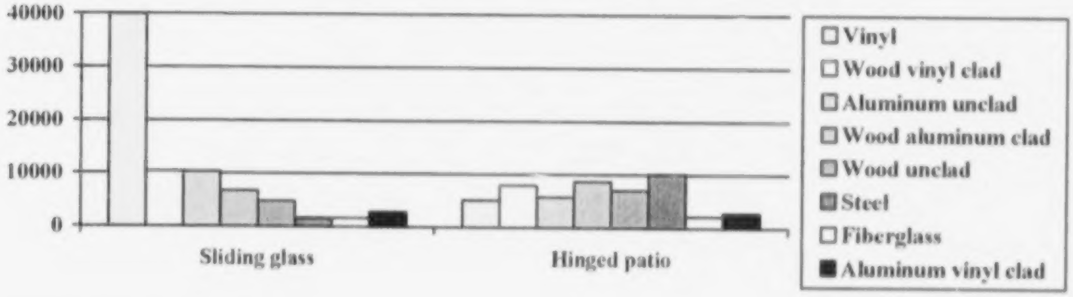
Of all exterior doors installed in renovations in 2002, 91% are expected to be single hinged, and only 9% double hinged. A large number of doors are expected to have glass inserts, with 81% of front doors and 67% of other exterior doors containing glass. Clear glass is expected to be most prevalent over stained glass in these doors; 52% of front doors and 76% of other exterior doors are expected to have clear glass. Sidelights on front doors will be included on an estimated 20% of the doors installed, with 9% having one panel and 11% having two panels.

Most doors are expected to be pre-hung in a frame; 84% of front doors and 87% of other exterior doors.

Patio doors for home renovation projects in 2002 are expected to be sliding glass doors (62%), french units (21%), hinged glass doors (12%), and other types (4%). The frame material expected to be used in both of these door styles is shown below.

Figure 24

Number of Units by Frame Material of Patio Doors Forecast, Renovation and Repair, Chicago Market Area 2002



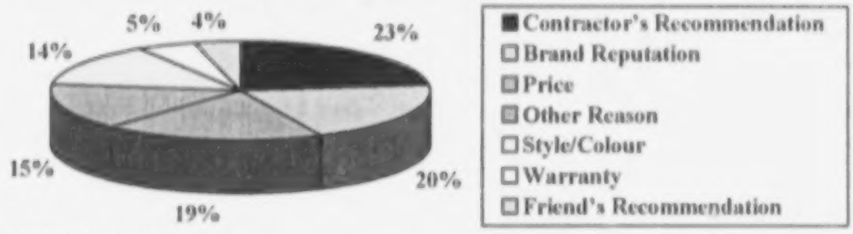
Source: F. W. Dodge Market Analysis Group

The majority of sliding glass doors expected to be installed in home renovations in 2002 will have dual-panes glass (83%), but a surprising 10% will have single-pane glass. Similarly, 68% of the hinged patio doors are expected to have dual-panes, although 27% of installations will have single pane glass. Approximately 45% of sliding glass doors will have low-E glass, compared to only 21% of hinged patio doors.

Popular patio door brands for home renovation products used in the Chicago market area include Andersen (37% of market), Pella (21%), Marvin (8%), and Peachtree (6%). The main reasons why these brands were selected are shown below.

Figure 25

Reason for Brand Selection, Patio Doors Forecast Renovation and Repair, Chicago Market Area, 2002



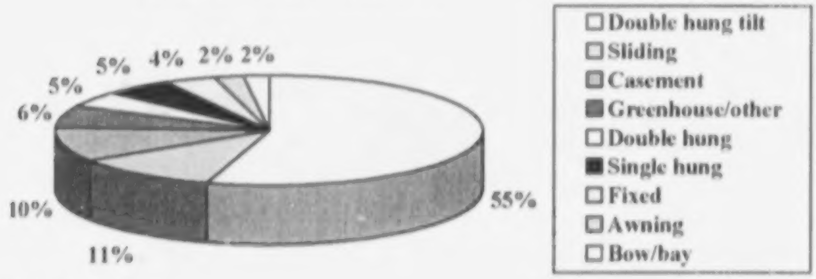
Source: F. W. Dodge Market Analysis Group

Of the 1,500,424 windows expected to be installed during renovations in 2002 in the Chicago Market Area, the most common type is expected to be vinyl (64%), followed by wood vinyl clad (14%). Most of the windows installed will be low E (81%), with only 19% installed without low E. Windows installed will be 85% double glazed, with only 6% single glazed and 9% triple glazed. White is the overall favourite for window renovations, at 88% of the total installed. Other popular colours include brown (5%), tan (4%), unfinished (2%) and black (1%).

Various types of windows are expected to be installed in renovations in 2002 as shown below.

Figure 26

Type of Windows Forecast, Renovation and Repair Chicago Market Area 2002

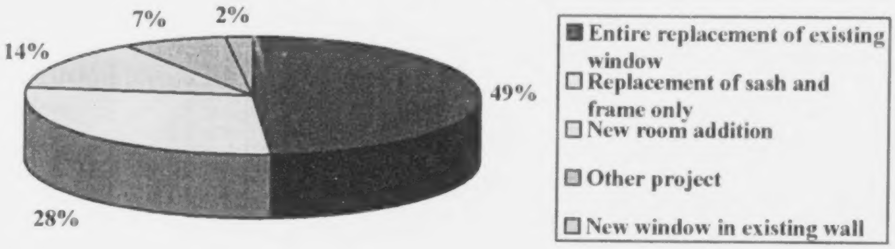


Source: F. W. Dodge Market Analysis Group

The forecast for type of window replacement job is shown below.

Figure 27

Expected Type of Job for Window Installations Forecast Renovation and Repair, Chicago Market Area 2002

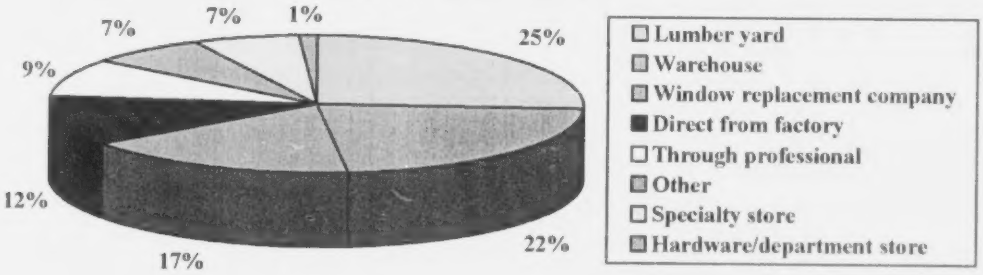


Source: F. W. Dodge Market Analysis Group

Windows in home renovation projects are most often installed by a professional (83%), and 75% are purchased through a dealer. The place of purchase for the windows expected to be installed is shown below.

Figure 28

Place of Purchase for Windows Forecast, Renovation and Repair Chicago Market Area 2002



Source: F. W. Dodge Market Analysis Group

3.10.3 Flooring

Flooring also makes up a large part of the new construction and renovation market in the Chicago Market Area. The information provided below was prepared by F. W. Dodge Market Analysis Group in August 2001.

3.10.3.1 New Construction Market for Flooring

Actual data on the demand for flooring in new construction projects in 2000 and forecast data for 2001 and 2002 are provided in Table 10 below, which shows that the combined demand for flooring is expected to increase to 51.8 million square feet in 2002.

Table 10
Product Demand, Flooring, New Construction
Chicago Market Area
2000 Actual and 2001 and 2002 Projected

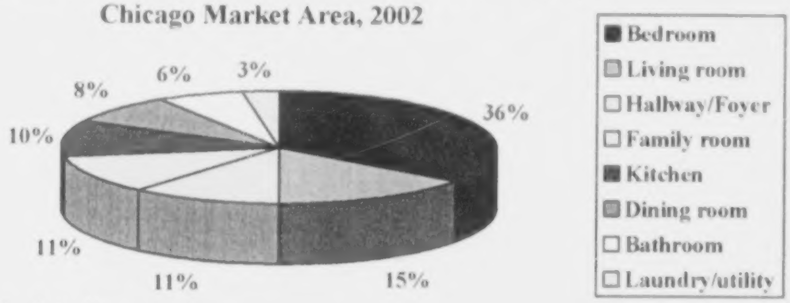
Total Product Demand in Square Feet	2000	2001	2002
Carpet	34,428,792	33,312,325	35,533,648
Resilient Tile	425,167	411,380	438,811
Resilient Sheet	7,009,581	6,782,273	7,234,526
Hardwood	4,045,054	3,913,880	4,174,864
Wood Laminate	431,290	417,304	445,130
Other Laminate	372,964	360,869	384,933
Ceramic Tile	3,429,366	3,318,157	3,539,418
Other	47,631	46,087	49,160
Total	**50,189,845**	**48,562,275**	**51,800,491**

Source: F.W. Dodge Market Analysis Group

F.W. Dodge has forecast the demand for flooring for new homes will decrease by 3% between 2000 and 2001, and then increase by 7% between 2001 and 2002. Each home forecast to be built in 2002 will require almost 1,800 square feet of flooring. The breakdown of finished floor area by room is provided in the chart below.

Figure 29

Finished Floor Area by Room Forecast, New Construction
Chicago Market Area, 2002

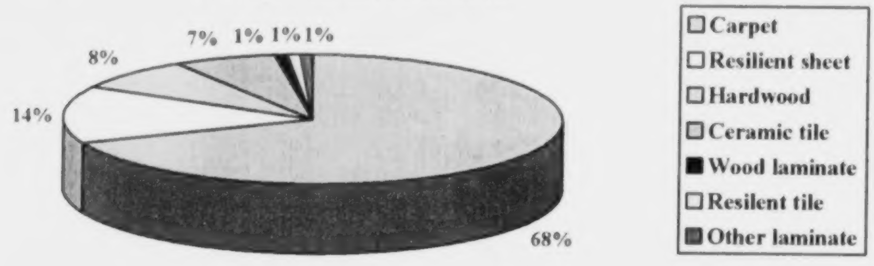


Source: F. W. Dodge Market Analysis Group

A number of different flooring products are expected to be used in 2002 for these new homes, as shown below.

Figure 30

**Finished Flooring Materials Forecast, New Construction
Chicago Market Area 2002**



Source: F. W. Dodge Market Analysis Group

The types of flooring materials expected to be used vary depending on the type of room. It is forecast that 94% of living rooms will be carpeted and 5% finished with hardwood flooring. The remaining products to be used include wood laminate, ceramic tile, other laminate and resilient sheet. Carpet will again predominate in the dining rooms of these new homes, with 60% of rooms carpeted, 22% with hardwood flooring, 11% finished with resilient sheet, and the remaining floors having wood laminate, ceramic tile, other laminates and resilient tile. Bedroom flooring will typically be carpet (97%), with only 2% using hardwood and 1% using other laminates or resilient sheet.

Flooring expected to be used for hallways includes carpet (79%), hardwood (9%), ceramic tile (6%), resilient sheet (3%), and wood laminate, other laminates, and resilient tile. Foyers are expected to have the highest use of mixed products, including hardwood (38%), ceramic tile (32%), resilient sheet (17%), carpet (7%), wood laminate (4%), and other materials including resilient tile, and other laminate. Carpet is expected to be used in most family rooms (89%), followed by hardwood (9%), and ceramic tile (1%).

Kitchens and bathrooms are expected to have high uses of resilient sheet (61% and 58% respectively), with ceramic tile expected to be used 19% in kitchens and 33% in bathrooms. Other flooring expected to be used in these rooms includes hardwood in the kitchen (12%) and bathroom (1%), resilient tile (3% in kitchens and 4% in bathrooms), and carpet (1% in kitchens and 4% in bathrooms). Lesser-used materials expected to be used for kitchen and bathroom floors are wood laminate and other laminates. The laundry/utility room is also expected to see high use of resilient sheet flooring (73%), along with ceramic tile (19%), and resilient tile (7%).

3.10.3.2 Renovation/Repair Market for Flooring

It is estimated that a total of 58,751,177 square feet of flooring will be required for renovations in 2002. Renovation excludes carpet, which is considered a covering, rather than a building product, in home renovation projects.

Table 11
Product Demand, Flooring, Renovation and Repair
Chicago Market Area
2000 Actual and 2001 and 2002 Projected

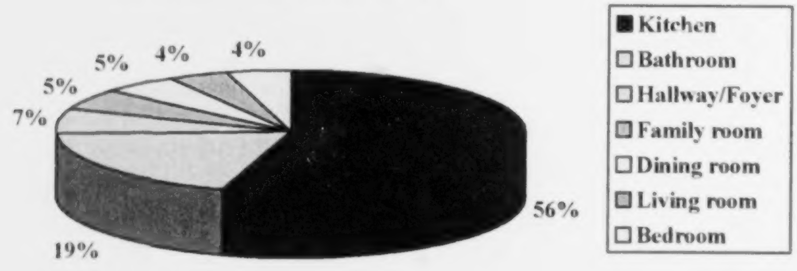
Total Product Demand in Square Feet	2000	2001	2002
Resilient Tile	14,057,633	14,174,472	14,286,224
Resilient Sheet	17,298,011	17,441,782	17,579,294
Wood Strip or Plank	6,077,422	6,127,934	6,176,247
Wood Laminate	901,501	908,994	916,161
Wood Parquet	951,394	959,302	966,865
Wood Other	401,429	404,765	407,957
Ceramic Tile Glazed	7,522,795	7,585,320	7,645,123
Ceramic Tile Mosaic	831,423	838,333	844,942
Ceramic Tile Other	1,027,567	1,036,107	1,044,276
Quarry Tile	1,590,101	1,603,317	1,615,957
Other Laminate	4,167,016	4,201,650	4,234,776
Marble	513,403	517,670	521,751
Other	2,471,416	2,491,957	2,511,604
Total	**57,811,111**	**58,291,605**	**58,751,177**

Source: F.W. Dodge Market Analysis Group

This flooring is expected to be used throughout homes as shown below, with the greatest number of projects involving kitchens and bathrooms. The demand for the above flooring types is forecast to grow by 1% between 2000 and 2001, and again by 1% between 2001 and 2002.

Figure 31

Flooring to be Used by Room Forecast, Renovation and Repair Chicago Market Area, 2002

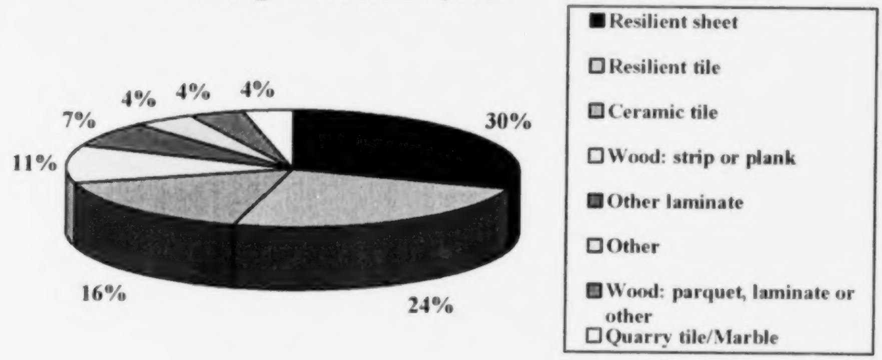


Source: F. W. Dodge Market Analysis Group

The type of materials expected to be used for residential flooring renovations are shown below.

Figure 32

Type of Flooring Material Forecast, Renovation and Repair
Chicago Market Area, 2002

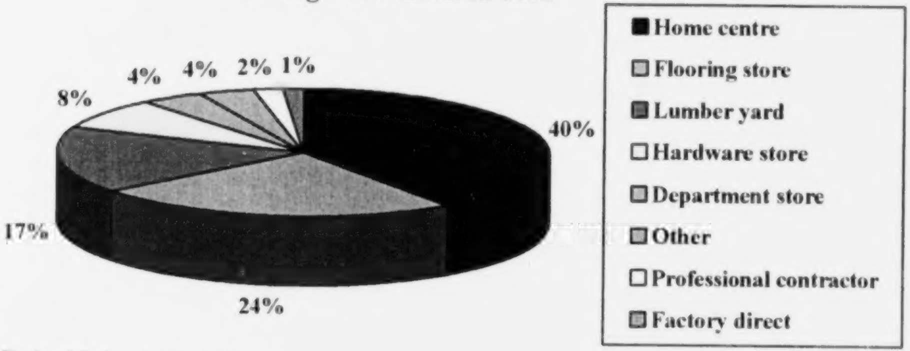


Source: F. W. Dodge Market Analysis Group

The number of homeowners expected to install their own flooring in 2002 is just under half of all renovators (48%), with the remainder expected to hire contractors for the work. About half of the homeowners are expected to have a professional purchase the flooring materials (52%). The place where the materials is expected to be purchased is shown below, with the highest quantities forecast to be purchased at home centres.

Figure 33

Place of Purchase, Flooring Forecast, Renovation and Repair
Chicago Market Area 2002



Source: F. W. Dodge Market Analysis Group

3.10.4 Siding

Installing siding is a major component of both new construction and home renovation projects in the Chicago Market Area. The information provided below was prepared by F. W. Dodge Market Analysis Group in August 2001.

3.10.4.1 New Construction Market for Siding

It is estimated that just under 72 million square feet of siding material will be required for new home construction in the Chicago Market Area in 2002. Of this material, vinyl siding is forecast to be the most commonly used (over 49 million square feet). Brick ranked second, with a forecasted 9.4 million square feet required for 2002. Solid wall siding is also forecasted to be one of the major types used, with over 7.2 million square feet needed for 2002. F.W. Dodge ranks other materials 4th, with a forecasted 1.9 million square feet required for 2002. Aluminum siding is 5th in terms of the total square feet required at approximately 1.8 million forecasted for 2002. Stucco is ranked 6th, with only 972,888 square feet forecasted as required for 2002.

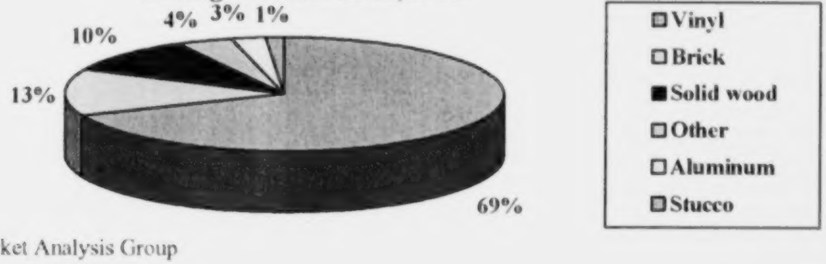
Some of the less common materials expected to be required for new home construction in 2002 include:

- fiber cement (577,542 square feet)
- plywood (311,786 square feet)
- hardboard (78,835 square feet)
- shakes or shingles (69,729 square feet) and
- treated engineered wood (61,099 square feet)

Using the forecasted quantities of materials required, it is estimated that each house built will need just under 2,500 square feet of siding material. The following chart shows the forecasted percentage of material required for new homes to be built in 2002 by the type of material.

Figure 34

Square Feet of Siding Material by Type Forecast, New Construction
Chicago Market Area, 2002

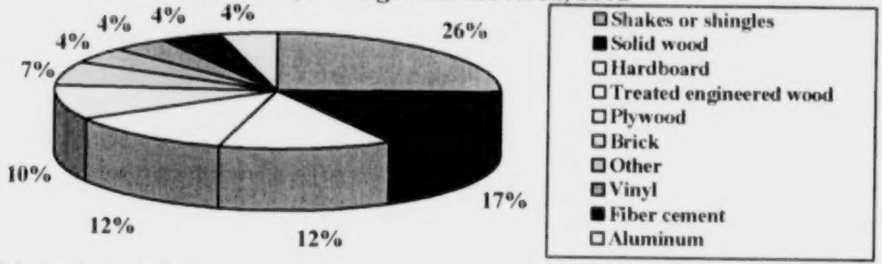


Source: F. W. Dodge Market Analysis Group

The actual siding installed on a home is less than the total square feet of material required, with the exception of stucco. The following chart shows which materials have the highest waste in new construction installations.

Figure 35

Percentage of Siding Required but Not Placed on Wall Forecast New Construction, Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

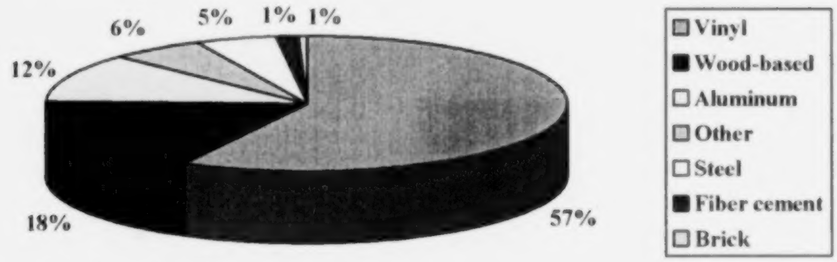
The quantity of each type of material that will be placed on exterior walls roughly matches the total square feet of material required. However, there are some differences noted due to the material required for matching and allowed for wastage. As a result, treated engineered wood rises to 10th when the material on the wall is considered, and shakes or shingles move to 11th place.

3.10.4.2 Renovation/Repair Market for Siding

It is forecasted that more siding will be installed during renovations or repairs in 2002 than in new construction. The square feet of siding required for repairs and renovations is forecasted to be 84,865,969 square feet; almost 18% higher than new construction. The popularity of various materials forecasted to be used for repair and renovation projects in the Chicago Market Area for 2002 is shown in the following chart.

Figure 36

Square Feet of Siding Material Forecast, Renovation and Repair
Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

Of the wood-based materials, plywood is forecast to be most commonly used for renovations in 2002, with an expected 4.7 million square feet required. Hardboard and lumber are forecast to be used, at just under 4 million square feet and 2.98 million square feet respectively. Approximately 2.6 million square feet of shakes or shingles are forecasted to be needed for 2002. Waferboard makes up the last wood-based component, and is forecasted to require .9 million square feet for siding in 2002.

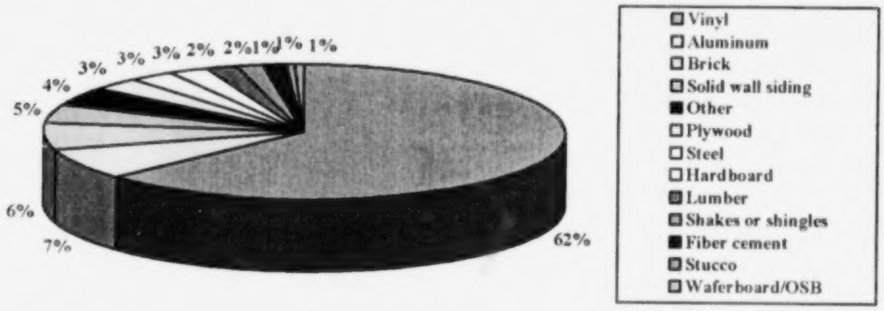
F.W. Dodge has calculated the difference between the square feet of siding material required and the square feet of the wall. The data for renovation and repairs mirrors the data for new construction.

The products used in renovation/repair are somewhat different from those used in new construction. Steel, lumber and waferboard are forecasted to be used for renovation or repair but not new construction, while stucco, solid wall siding and treated engineered wood are forecasted to be used only in new construction.

The following chart shows the combined demand by square feet for siding in the Chicago Market Area.

Figure 37

Total Square Feet of Siding Materials Forecast
New Construction and Repair/Renovations,
Chicago Market Area, 2002



Source: F. W. Dodge Market Analysis Group

When the data for forecasted new construction and repair/renovations in the Chicago Market Area are combined, the most popular materials are forecast to be vinyl (98.4 million square feet), aluminum (11.6 million square feet), brick (9.9 million square feet) and solid wall siding (7.2 million square feet).

3.10.5 Pre-engineered/Panelized Building Systems

There are five different types of factory-built housing recognized by the Manufactured Housing Institute[5] in the United States. These are defined below:

Manufactured housing

A manufactured home is built entirely within a factory. The building is built to specifications which meet the Federal Manufactured Home Construction and Safety Standards code (known as the HUD code) which was implemented in 1976. A manufactured home can include one or more sections which are installed on the site. Additions are frequently made to these homes such as garages, decks, or porches. The HUD code regulates areas including design, construction, strength, durability, transportability, fire resistance, energy efficiency and quality, as well as performance levels for heating, plumbing, air conditioning, thermal and electrical systems.

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[5] Manufactured Housing Institute, http://www.mfghome.org, Economic Report, July 2001

Modular homes

A modular home is built to meet the requirements of the state, municipal, regional or other such codes where the home will be located. This type of home is transported to the site and then installed.

Panelized homes

A panelized home is built using multiple panels which are constructed in a factory and then transported to the site where they are assembled. These panels can include all of the elements of the finished home, including windows, exterior finishes, electrical wiring, plumbing, insulation and drywall (considered a 'closed' panel). In locations where a local building office must inspect and approve elements such as electrical wiring, an 'open' panel is used, which includes windows and exterior finishes. Other elements such as insulation, wiring, plumbing and drywall are completed at the site and inspected as they are installed. Panelized homes are built to meet local building code requirements which vary considerably between municipalities and states.

Pre-cut homes

Pre-cut homes are also known as kit or log homes. These homes are constructed using materials which are factory cut, transported to the site and then assembled. As in the case of modular and panelized homes, pre-cut homes must meet local building code requirements.

Mobile homes

The term "mobile home" refers to a moveable home built before the HUD code for manufactured homes was implemented in 1976. During the period from 1970 to 1976, mobile homes were built according to industry standards on a voluntary basis by the manufacturers.

In Canada, the terms manufactured housing and prefabricated buildings are used to describe what would be called manufactured housing, modular and panelized homes in the U.S. Typical products shipped from Canada to the U.S. include wall panels, roof trusses and floor panels. These are shipped flat, then assembled on the home building site.

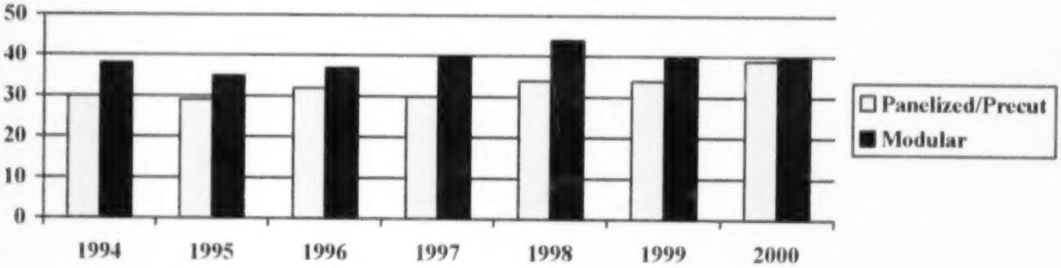
A representative of the Manufactured Housing Association of Canada indicated that he expects this sector will continue to expand for Canadian exporters. One major reason for this positive outlook is due to the large quantities of softwood lumber available in Canada for the assembly process. In addition, although Canadian softwood lumber is currently charged a tariff when it is exported to the United States, the same lumber when it is built into a panelized building system does not incur a tariff when exported.

3.10.5.1 New Construction Market for Pre-Engineered/Panelized Building Systems

The U.S. Census provides information on panelized home production. Their statistics show the construction method used for one-family houses and multifamily buildings. These are further broken down into four regions. For these data, panelized construction method includes both panelized and precut units.

Single-family homes are the most common use for panelized building systems for residential construction. The growth in the use of these materials between 1994 and 2000 is shown below, and is compared to modular housing.

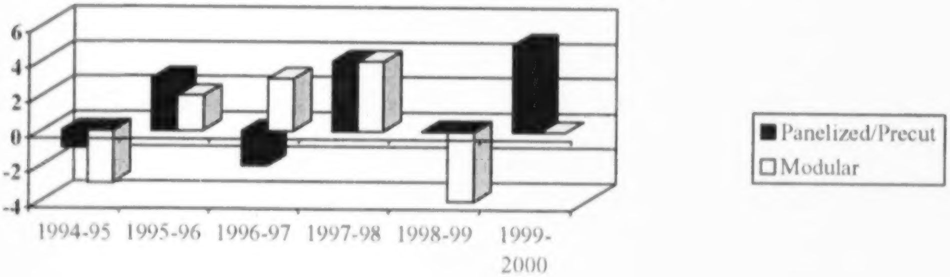
Figure 38
Number of Houses (in 000's) Completed in U.S. by Construction Method for Panelized and Modular Methods Only



Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the use of panelized building systems has been growing since 1995. The growth rate for panelized/precut and modular housing for the U.S. for the period from 1994 to 2000 is shown below.

Figure 39
Change in Use of Panelized/Precut and Modular Building Systems in U.S.



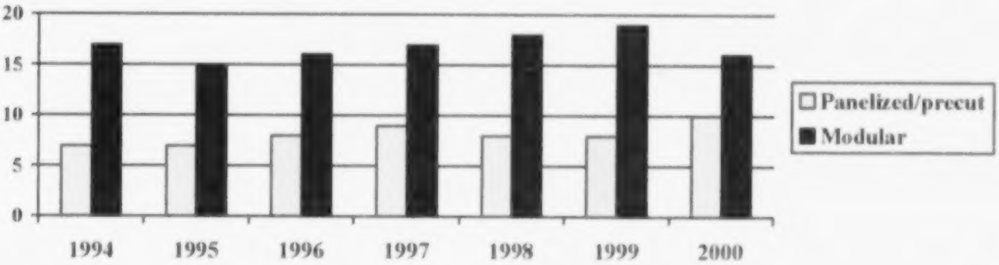
Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

Although significant growth has been experienced using panelized/precut building systems, they still made up only 3% of the total new single family construction across the U.S. in 2000.

The Chicago Market Area is part of the Midwest region in terms of the U.S. Census data. For this area, panelized/precut building systems made up 3.7% of the total market for single family homes built in 2000. In comparison, modular building systems accounted for 5.9% of all single family homes completed during the same period.

However, while national figures for panelized/precut building systems showed drops in 1995 and 1997, for the Midwest region, these systems have grown overall by approximately 3,000 homes, and did not experience the same pattern of decline. Modular systems showed declines both in 1995 and 2000. The number of homes built using panelized/precut and modular building systems in the Midwest for single family homes is shown below.

Figure 40
Number of New Single Family Homes Completed in 2000 using Panelized/Precut and Modular Building Systems, Midwest U.S., in 000's

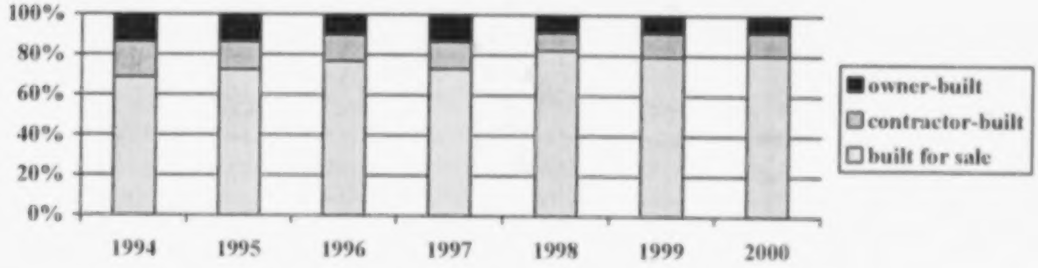


Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

The U.S. Census Bureau also tracks the use of panelized/precut and modular building systems in single family homes for those completed inside or outside Metropolitan Statistical Areas. Panelized/precut building systems are more likely to be used inside a Metropolitan Statistical Area than outside these areas. In 1994, 83% of homes built using these systems were inside Metropolitan Statistical Areas. By 2000, that number had declined to 79%, showing an increase in the use of these building forms outside the major population centres. The converse is true for modular building systems. In 2000, only 40% of homes built with modular systems were located inside Metropolitan Statistical Areas.

Data for single family homes completed is tracked by the U.S. Census Bureau by those homes built for sale, homes built by and for the owner, and homes built by a contractor on the owner's land. The chart below shows the breakdown of these three types of construction for panelized/precut and modular building systems.

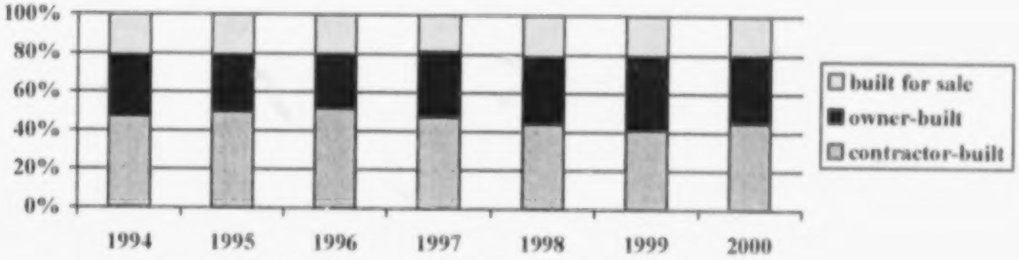
Figure 41
Type of Construction Method of New One-Family Houses Completed using Panelized/Precut Building Systems, U.S.



Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

According to the census data, the most popular uses of panelized/precut building systems are for homes built for sale.

Figure 42
Type of Construction Method of New One-Family Houses Completed using Modular Systems, U.S.

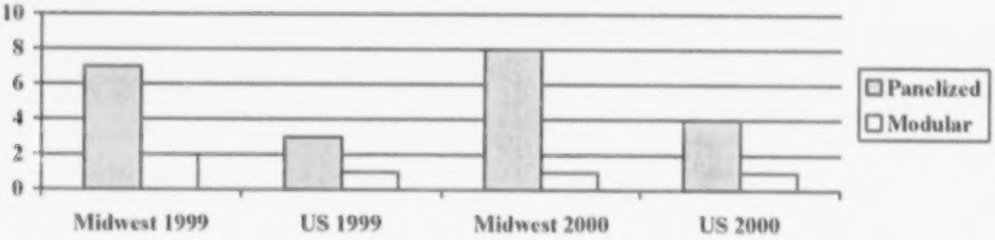


Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the most frequent use of modular building systems for single family homes in the U.S. is for contractor-built homes where the owner already owns the land.

The U.S. Census Bureau also tracks the use of panelized and modular building systems for multifamily housing. Unfortunately, the data collected for these buildings is not provided for the number of units built, but is available on a percent distribution basis as shown below.

Figure 43
Percentage of Panelized and Modular Construction Methods Used for Multifamily Buildings, U.S., 1999 and 2000



Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the use of panelized construction methods for multifamily housing is more prevalent in the Midwest Region of the U.S. than generally found across the country.

Within the construction industry there has been some discussion regarding the U.S. Census Bureau's definition of 'panelized' housing. The Building Systems Magazine article Panel Production Up Census Says, But Definitions Debatable[6] states that many times the field researchers collecting the data must make interpretations on whether to include a certain component as a Site-Built or Other form of construction method (other, in this case, includes panelized and precut forms). The difficulty lies in the distinction of components such as wall panels or trusses which in some cases are factory built but considered site-built. The definitions of these two forms are provided as follows:

"Panelization is defined as, "Shipped from the factory as a package of wall panels, roof trusses, and other components to be assembled on site. May include all materials required to finish the house as a complete package." Site-built is defined by the Census Bureau in the same study as, "Built entirely on site except that it may include some factory components such as roof and floor trusses, wall panels, door frames, etc."[7]

Another analysis noted in this article refers to a study conducted by The Freedonia Group[8] entitled Prefabricated Housing to 2005 that indicates panelization systems were "created for more than 181,000 homes in year 2000, more than four times the volume recorded by Census researchers."[9] The Freedonia Group[10] also was reported to forecast that panelization systems would be used for 199,000 homes built in 2010 across the U.S.

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[6] Building Systems Magazine, Panel Production Up Census Says, But Definitions Debatable, www.buildingsystems.com/newpage4.htm

[7] ibid

[8] The Freedonia Group Incorporated, Study #1458, Prefabricated Housing to 2005, www.freedoniagroup.com

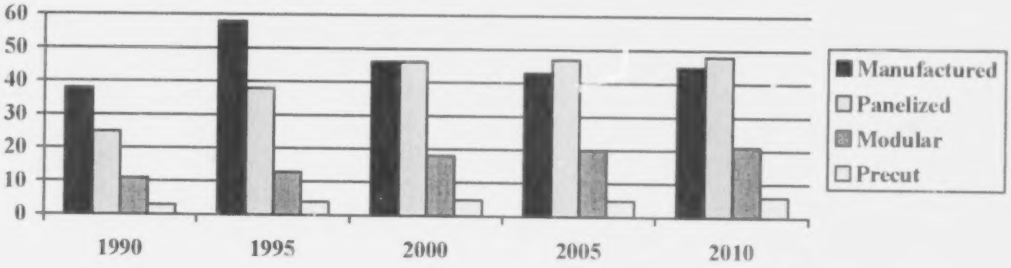
[9] Building Systems Magazine, Panel Production Up Census Says, But Definitions Debatable, www.buildingsystems.com/newpage4.htm

The Prefabricated Housing to 2005 report by the Freedonia Group provides information on four U.S. regions. The Chicago Market Area is located within the Midwestern Region, and is further identified as the East North Central States subregion. Because of the changes to the economy that occurred in the manufacturing sector, the authors state that in this subregion, "new housing construction has been driven largely by the demand from existing residents looking to upgrade their living conditions rather than by the necessity of increasing units to absorb large population inflows."

The East North Central subregion is the "third-largest market for prefabricated housing in the U.S."[11]. As a result, the Freedonia Group has forecast an increase for all prefabricated housing units of 1.2 percent per year for the period from 2000 to 2005. Their forecast is that by 2005, 84,000 units will be required.

Data for the number of prefabricated homes forecast to be built in the Midwest Region is provided below.

Figure 44
Midwest Prefabricated Housing Demand by Product (000's), 1990-2010



Source: Freedonia Group Incorporated Report #1457, Prefabricated Housing Demand by Region

As shown above, panelized housing has increased its market share of all prefabricated housing in this region from 32% in 1990 to 40% in 2000, and is expected to surpass manufactured housing in 2005, rising to 47,000 units. The market share of panelized housing in 2010 is forecast to remain at 40% of the total prefabricated housing market, and will include 48,000 units by this time.

Although the number of prefabricated units to be built across the Midwest region is increasing, the demand for prefabricated housing in the Midwest is declining in relation to the total number of prefabricated homes across the U.S. The following chart tracks the decrease in the market share for this region between 1990 and 2010.

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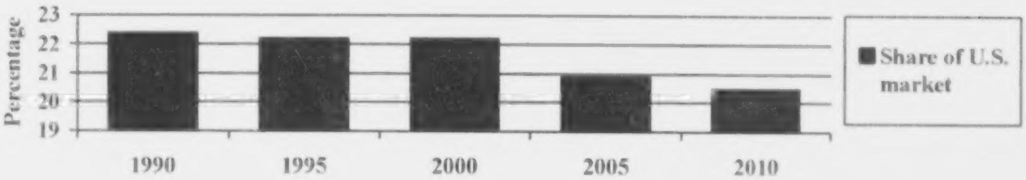
[10] The Freedonia Group Incorporated, Study #1458, Prefabricated Housing to 2005, www.freedoniagroup.com

[11] ibid

Figure 45
Share of Midwest Prefabricated Market in U.S., 1990-2010



Source: Freedonia Group Incorporated Report #1457, Prefabricated Housing Demand by Region

In terms of Canadian exports of manufactured homes to the U.S. and to Illinois, the Manufacturing Industries Branch of Industry Canada Prefabricated Housing Review Report[12] states that in the nine-month period beginning January 1, 2000, the value of prefabricated homes exported from Canada to Illinois was $11,324,000 (Cdn $), a rise of 123% over the same period in the previous year. Illinois ranks 5th for the first 9 months of 2000 of the top 20 markets for Canadian prefabricated building exports. The 2000 Prefabricated Housing Review[13] report states that the total exports for 2000 to Illinois were $14.251 million (Cdn $), compared to $7.112 million (Cdn $) for 1999; a growth of 100.37%.

For 2001, the Prefabricated Housing Review report for January to June 2001[14] shows a significant decrease in exports of prefabricated buildings to Illinois from Canada, declining by 31% compared to the same period in 2000. This places Illinois 15th of all states in terms of Canadian exports of prefabricated buildings, while in 2000 the state was ranked 5th for exports.

Overall, Canadian exports of prefabricated buildings to the U.S. have risen. Statistics provided by the Manufactured Housing Association of Canada demonstrate steady increases between 1997 and 2000 as shown below.

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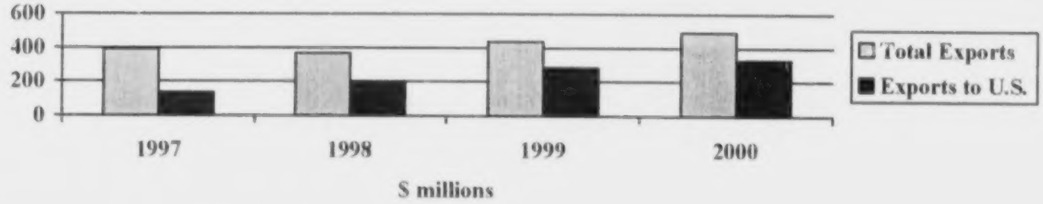
[12] Industry Canada, Prefabricated Housing Review, Volume 6, Issue 4, Winter 2000, http://strategis.ic.ca/SSG/fbo1347e.html

[13] Industry Canada, Prefabricated Housing Review, Volume 7, Issue 1, November 2001, 2000 Year in Review

[14] Industry Canada, Prefabricated Housing Review, Volume 7, Issue 2, December 2001, Jan.-June 2001

Figure 46

Canadian Exports of Prefabricated Buildings, 1997-2000



Source: Manufactured Housing Association of Canada, Industry Canada Prefabricated Building Export Statistics

3.10.5.2 Renovation/Repair Market for Pre-Engineered/Panelized Building Systems

It is not expected that a large component of the market for manufactured home products would be found in the home renovation market. Unless the component was a stand-alone unit, (i.e. a garage or a glass-enclosed sunroom), panelized building systems would be unlikely to be used outside the new home construction market. The very nature of renovation projects involves fitting the addition or renovation to the existing structure, and therefore excludes most products that would be considered pre-engineered or panelized. This fact is brought out in the data available from the Manufactured Housing Institute which do not make any mention of products used for renovations or repairs.

4.0 GETTING CONNECTED

The previous sections demonstrate that the Chicago Market Area represents a major potential opportunity for Canadian exporters of a wide range of residential building products. In order to realize this potential, it is crucial that exporters understand the basics of exporting and how to develop effective strategies for penetrating export markets. It is also important that exporters understand key regulations, codes and standards and how they are applied to their products.

This section of the guide provides a range of information on each of the above subjects to help exporters achieve success in the Chicago market. It also includes a list of important contacts in the Chicago area. A complete list of contacts is provided in Appendix Three.

4.1 THE BASICS OF EXPORTING TO THE U.S.

Given the traditional linkages between the Canadian and American economy, the export process between the two nations is highly developed. A large proportion of Canadian producers possess considerable experience exporting to the United States and are often considered simply another regional arm of larger American companies.

At the same time, however, many Canadian firms have never exported to the United States or have been inactive for some time. Especially for small and medium enterprises, unfamiliarity with the export process may discourage active participation in export markets.

This section provides some basic information about the export process for those firms currently inactive but considering moving into the U.S. market, as well as those already involved in exporting and considering expanding operations.

4.1.1 Product Classification

The first step in the export process is to classify your products. The classification system begins with using the Harmonized Tariff Schedule (HTS) to classify the products. The Harmonized System (HS) is an alphanumerical coding system used for the classification of goods to be imported and exported. The HS has been adopted by a majority of major trading countries, with the HTS adopted as the U.S. version.

In order to properly classify your products you must start with a precise and accurate description of the imported product, material or component and how it will be used in the United States. The Tariff Schedule available from Customs Brokers should be used, from which you can locate your product based on its description. It is best to discuss your product and your exporting objectives with a qualified and recommended Customs Broker, since they will not only be able to help classify the product and determine any tariffs or fees involved in its export, but they should also be able to discuss methods of getting into the U.S. market and possible U.S. warehousing sites for your products, to help establish a local presence.

Many firms exporting into the U.S. indicate that, while the overall process is generally reasonable, the major problem may not always be regulatory. It may, in fact, be related to the need to complete paperwork for selling products into the United States. Even though NAFTA has decreased or totally removed a lot of financial fees and tariffs for shipping into the U.S., the need for paperwork has to a great extent not been removed.

In addition, there are Customs Broker's costs associated with each shipment across the border, so large quantities of small shipments are obviously more expensive than single large shipments. In lieu of establishing a warehouse in the U.S., it is possible to rent space from a Customs Broker, who provides storage space as part of the benefits of using his service. Thus, it is possible to ship larger quantities of material in one batch for storage, then ship the smaller quantities as needed within in the U.S. from the warehouse.

4.1.2 Using a Customs Broker

- **The Role of the Customs Broker**

Although the duties on most goods were effectively eliminated as of January 1, 1998 due to the North American Free Trade Agreement (NAFTA), duties on third-country goods still apply. All merchandise coming into the United States must still clear U.S. Customs. Exporters must take this into account when developing an export plan.

To stimulate cross-border trade, efforts have been made to free up the flow of goods and people between Canada and the United States via the Canada-United States of America Accord signed in February, 1995. The Accord aims to reduce costs for government and business by sharing resources, streamlining border-crossing processes, introducing electronic customs declaration and undertaking more effective inspection.

In view of the many complexities involved in moving goods across the border, a critical component in successfully exporting products to the U.S. is the Customs Broker. The DFAIT publication "Focus on the United States" provides a most useful description of the role of the Customs Broker:

> *"Customs clearance is a complex process that can give rise to frustrating and expensive delays if proper advance preparation has not been carried out."*

- **Functions of the Customs Broker**

The "Focus on the United States" publication goes on to point out that a reputable, full-service Customs Broker will act as a trade facilitator, providing the information necessary to help your company negotiate the various steps involved in Customs clearance. Brokers will also advise regarding tariff classifications, duty rates and other fees collected by Customs, valuation rules, NAFTA rules of origin, Customs country-of-origin marking requirements, labelling requirements and current modernization/automation programs.

The Customs Broker will also be able to help you find the best way to bring your products to the market and advise whether or not U.S. warehousing sites might be a preferred option to help establish a local presence. Given the costs associated with Customs Brokers, many exporters find it preferable to make infrequent large shipments of stock to warehouses in the U.S., rather than pay the higher brokerage cost of frequent small shipments.

In order to ensure the expedient movement of products across the border, it is most important to select and utilize the services of a reputable and effective Customs broker. These can be identified through the local Yellow Pages, or through the Canadian Consulate General in the selected export region of the United States.

4.1.3 U.S. Customs Duty and Import Regulations

The implementation of NAFTA has significantly altered the rates of duty charged by the U.S. for Canadian-made products. The list below shows the general rate of duty and the rate of duty for Canadian products in the five product lines we are reviewing.

Table 12
Current Tariff Rates for Canadian Products Exported to the U.S.

Tariff Code	Description	General Rate of Duty	Rate of Duty for Canadian Product
3916.20.00	plastic siding	5.8%	free
3925.20.00	plastic doors and windows	5.3%	free
4409.10.10	wood, coniferous, siding	free	Subject to Anti-dumping duty and countervailing duty
4409.10.20	wood, coniferous, flooring	free	free if end-matched
4409.20.10	wood, nonconiferous, siding	free	free
4409.20.25	wood, nonconiferous, flooring	free	free
4418.10.00	wood windows	3.2%	free
4418.20.40 and 4418.20.80	wood doors, french doors, flush doors	4.8%	free
4418.30.00	wood parquet panels	free	free
4418.50.00	wood shingles and shakes	free	free
4504.10.30	agglomerated cork floor coverings	free	free
5702	carpets and other textile floor coverings, woven, not tufted or flocked, whether or not made up, including "Kelem", "Schumacks", "Karamanie" and similar hand-woven rugs	various rates from free to 8.4%	free
5703	carpets and other textile floor coverings, tufted, whether or not made up	various rates from free to 6.9%	free

Tariff Code	Description	General Rate of Duty	Rate of Duty for Canadian Product
5704	carpets and other textile floor coverings, of felt, not tufted or flocked, whether or not made up	various rates from 1.1% to 4.8%	free
5705	other carpets and other textile floor coverings, whether or not made up	various rates from free to 3.9%	free
6901.00.00	bricks, blocks, tiles and other ceramic goods of siliceous fossil meals	free	free
6902	refractory bricks, blocks, tiles and other similar refractory ceramic construction goods, other than those of siliceous fossil meals	free	free
6904	ceramic building bricks, flooring blocks, support or filler tiles and the like	free	free
6907	unglazed ceramic flags and paving, hearth or wall tiles; unglazed ceramic mosaic cubes and the like, whether or not on a backing	12%	free
6908	glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes and the like, whether or not on a backing	various rates from 10.6% to 12.%	free
7308.30.10	structures…and parts of structures…of iron and steel, doors, windows and their frames and thresholds for doors, of stainless steel	0.7%	free
7308.30.50	structures…and parts of structures…of iron and steel, doors, windows and their frames and thresholds for doors, of other materials	0.5%	free
7308.90.95	structures…and parts of structures…of iron and steel, sheet-metal roofing, siding, flooring and roof drainage equipment	1.1%	free
7610.10.00	aluminum structures…doors, windows and their frames and thresholds for doors	5.7%	free
7610.90.00	aluminum structures…sheet-metal roofing, siding, flooring and roof guttering and drainage equipment	5.7%	free
9403.20.00	Other furniture and parts thereof, other metal furniture for households	free	free

Tariff Code	Description	General Rate of Duty	Rate of Duty for Canadian Product
9403.40.90	Other furniture and parts thereof, wooden furniture of a kind used in the kitchen, other, cabinets designed for permanent installation	free	free
9406.00.40	prefabricated buildings, of wood	2.6%	free
9406.00.80	prefabricated buildings, other	2.9%	free

Source: U.S. International Trade Commission, http://dataweb.usitc.gov

As you can see, there are no duties levied on Canadian products for the five product lines we are reviewing, as long as the entire product is manufactured in Canada. The Country of Origin Rules of NAFTA determine the NAFTA duty rates. Remember that if your product contains components from a country other than Canada, various rates will be applied. The determination of these rates can sometimes be confusing and consultation with U.S. Customs and a Customs Broker is strongly recommended to help keep you up to date with changes.

4.1.4 Country of Origin Marking

Country of origin marking is the single most troublesome area for most Canadian exporters and U.S. importers, and can be one of the most costly things to correct if not done properly.

Regardless of whether or not they qualify under NAFTA, all Canadian components imported to the U.S. must be permanently and noticeably marked "Made in Canada". The definition of permanent is non-removable until the ultimate U.S. purchaser has seen that the goods are imported. It is generally not sufficient to apply an easily removable tag or sticker. Such tags or stickers could be easily removed by an importer, and then the goods sold to an American consumer as domestic product.

Furthermore, the print size cannot be smaller than other information on a label, so as to be unnoticed. In most cases, customs officers will insist on some permanent marking such as branding, printing or stamping, in such a way that it cannot be removed, or easily covered until installed.

The ultimate purchaser would probably be considered to be the home builder, who then includes that assembly as a component part in his finished product. However, in the case of replacement windows, for example, that ultimate consumer might be a home owner buying from a building supply store. If there is a package or carton in which the component is shipped, and on which the country of origin is clearly and noticeably marked, that might be considered sufficient. However, if the U.S. customer officer decides that it might be possible for a wholesaler or dealer to remove the packaging before the sale to the ultimate customer, he is within his rights to refuse entry of the goods, or in the case of a repeat offender, seize them, unless every component within the carton is marked.

Exporters should take the time and effort before shipping to ensure that this regulation is fully complied with. If an exporter has ever tried to import improperly marked products to the U.S. and been refused even once, the company name and importer number will be noted in the computer files as a past offender and every shipment will attract extra scrutiny.

Customs brokers should be asked to obtain the necessary rulings with regard to NAFTA compliance before attempting to ship any product into the U.S., especially if there is a customer waiting for it. Having samples refused entry could be an annoyance, but losing a customer whose construction is held up waiting for your products to be acceptable for customs clearance would be disastrous.

4.1.5 Business Immigration Issues

One of the most widespread issues involved in exporting residential building products and services to the U.S. relates to "business immigration". In this industry, one key consideration for Canadian exporters is the periodic need to teach customers' employees how to use the product, or install it into a structure. The U.S. National Labour Relations Act grants employers and employee representatives certain exemptions from the laws outlawing unfair labour practices, if the employer is engaged in the building and construction industry.

The Act permits the admission of Canadians seeking to install, repair or maintain equipment pursuant to an after-sales service provision of a sales contract. These activities qualify as building and construction work, if the work involves structural changes to the building housing the equipment.

Aliens may not enter the United States to perform building and construction work in the U.S., even pursuant to an after-sales service provision of a sales contract. Aliens may, however, be admitted to train or supervise the labourers who will actually perform the building and construction work.

The after sales service provision of the Free Trade Act, therefore, does not permit Canadians to enter the United States to provide installation, repair or maintenance services that entail making structural changes to any building. These Canadians may, however, be admitted to provide installation, repair or maintenance services that do not involve actual construction work per se. They may also enter in order to train or supervise other persons performing installation, repair or maintenance services that do not involve actual construction work.

4.2 EXPORT MARKETING TECHNIQUES AND STRATEGIES

Successfully penetrating export markets requires not only an understanding of the export process; it also requires carefully planned and implemented marketing strategies. There are a number of elements to successful export marketing. These are discussed briefly below.

4.2.1 Distribution Channels

There are a variety of potential distribution channels available to exporters of residential building products. There are four major objectives in defining the appropriate channel or channels for your product:

- ➪ Getting the product specified by the end users (i.e. builder, developer, contractor or homeowner)
- ➪ Providing the product in a timely manner;
- ➪ Providing the service needed in case there are questions or the need to provide on-site assistance; and
- ➪ Making sure there is enough mark-up in the product to allow it to be sold through distribution channels.

Exporters must decide which distribution channel(s) best achieve these objectives.

The main distribution channels include:

- Dealers and manufacturers' representatives
- Subcontractors
- Wholesalers
- Direct Marketing

Each of these brings a range of strengths and weaknesses and present a variety of opportunities to the exporter, as follows.

- **Dealers and Manufacturers' Representatives**

A particularly effective strategy in many areas is to sell products through local dealers and manufacturers' representatives who deal directly with building trades. Partnerships with local agents or distributors in larger market centres who are well-connected to the home building industry will help reduce the investment required. Their customer base, knowledge of local building codes, etc. coupled with the builders' expectation of local service, will hasten acceptance.

A **dealer** sells home building products to industry trades, which effectively reaches the target market of builders and contractors. Look for a dealer with an extensive client list to provide the greatest exposure for your product line. The location and size of the dealer may also be critical, since customers prefer the ability to get the product from a source that is close to their job sites or delivered without charge. In addition, the availability of convenient credit terms is important, since many contractors have cash flow difficulties because of the payment cycle in construction. Thus, any dealer selected should be financially healthy, so they will not be jeopardized by slow payment by their customers, or leave the exporter in a position of concern regarding their ability to pay for the goods purchased.

The distributors and dealers of building components often carry a variety of other products for the home building industry. Building on long time relationships and strong field service support, a good distributor can provide credibility and significantly accelerate market penetration. In order to assist in the development of the best contacts to help penetrate selected markets, it is helpful to develop a list of equipment supply and material supply companies in the area. This can often be done with the assistance of the local Canadian Consulate, the Internet, or organizations such as Construction Exchanges, which provide lists of such firms.

A recent survey of over 80 building supply company purchasers in the Buffalo marketing area[15] identified a number of primary factors regarding selection of a dealer. These factors are listed below from the most important factor to the least important:

- Product price;
- Ability to meet short delivery, turn-around time;
- Technical support provided by the supplier and the salesperson;
- Dependability of the salesperson;
- Ability of the company to supply all the needs for an order;
- Favourable credit terms; and
- Convenience of the supplier's location

The results of the survey provide excellent guidelines to manufacturers who are going to sell their building products into any U.S. market. These guidelines can be used to help select the qualifications of the best dealers. For example, in addition to having a competitive price, it is critical that the manufacturer, or his/her representative, be in a position to provide the desired service to customers. Thus, a dealer with limited personnel or equipment, who cannot deliver material to a job when needed by the customer, may jeopardize an order which was satisfactory based on price and quality.

Similarly, since the quality of the product must meet the buyer's requirements and the customers consider it important to have technical support available, it is also important that the dealer have trained personnel who can adequately define a buyer's needs and provide on-site support, without being totally dependent on the factory. Even though your products may have excellent quality, they can only benefit the user when they are suitable for the identified needs.

Some of the successful local dealers for major national companies can sometimes be good prospects for a direct distribution relationship, but care must be taken in making such a selection. It is common for dealers to carry more than one product line, and some dealers are solidly committed to the homebuilders market rather than the renovators market. A larger, aggressive dealer can benefit from having a unique "captive" line with direct factory support, enabling the Canadian manufacturer to capitalize on the established relationships the dealer has with builders. For additional information on dealers, contact ProDealer online at www.prodealer.com or Home Center News at www.homecenternews.com.

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[15] Jim Mileham, Business Development Officer, Canadian Consulate General, Buffalo, New York, Market Study of Commercial Building Products in Upstate New York and Western Pennsylvania, December 1999

A **manufacturers' representative** or agent is an independent professional who provides both field sales and market services to manufacturers or suppliers. This individual will represent your firm and your products to retail chains and other purchasers of building products, and should be considered in the distribution channel. Reps may or may not do the serious pioneering work necessary to get established, and are more often used to supplement market research efforts or to take over territories established by the manufacturer. The company should be as close as possible to the market to obtain first-hand feedback on advantages, disadvantages, etc.

The report Building Materials Market in Illinois, Wisconsin and Missouri[16] indicates that commission fees vary between manufacturer's agents, ranging from 5-15%. This report was created for the Canadian Consulate General in Chicago. It is also notes that it is extremely important to work with a representative who already represents products that will be complementary to your products.

Manufacturers' agents can also be recruited through contacts at distributors and builders and at trade shows. They can also be an excellent source of market intelligence and competitive pricing. For further information, contact Manufacturers' Representatives Educational Research Foundation at www.mrerf.org, or Manufacturers' Agents National Association at www.manaonline.org. Examples of manufacturers' representatives active in the Chicago area include Architectural Accent (building products), Daniel Marketing (electrical products) and pro dealers such as ALL Roofing and Building Materials and Learned Lumber.

Appendix Three contains contact names of dealers and manufacturers' representatives in the Chicago area for the products discussed in this guide.

- **Subcontractors**

Subcontractors do not sell products directly, but use products to complete jobs. The main strength of subcontractors is that they can provide the product for numerous builders across the market area. Canadian manufacturers can establish direct relationships with local subcontractors who will carry their products for use on building sites. The main weakness of this channel is the large number of subcontractors active in the area, many of whom are small firms operating on a modest scale. Contacting and establishing close relationships with local subcontractors may be difficult and time consuming.

Appendix Three contains a contact list for leading general contractors, construction management firms, renovators and contractors in the Chicago area.

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[16] Canadian General Consulate in Chicago, 1999, Building Materials Market in Illinois, Wisconsin and Missouri, www.infoexport.gc.ca/docs/view-e.asp?did=1490

- **Wholesalers**

This distribution channel involves selling your product through a wholesale source, such as a large building products chain. The main strength of this channel is a wide distribution network across the market area. The main weakness is the additional cost involved and the distance between the supplier and builder. Typical examples in the Chicago market area include Lowe's and Home Depot. A list of some of the largest wholesale chain outlets in the Chicago area and contact information is included in Section 4.5 of this guide. A more complete list is provided in Appendix Three.

- **Direct Selling**

A qualified sales specialist or manager could be assigned by the exporter to directly develop distribution. Similarly, the market could be developed incrementally with a part time U.S. sales specialist, but he/she must be expected to spend time in the territory at least every other week, and must be available immediately to service problems. Customer service, shipping and manufacturing personnel must all be educated on the handling and servicing of export business as quickly as domestic business to ensure sales efforts succeed.

To fully meet market potential in a selected area, it will not be enough to send a salesperson into unfamiliar territory for a few days every month. If the market potential is considered sufficient to warrant active pursuit of business, it must be handled professionally and continuously. Some wholesale business can still be done, but the priority must be on developing close contact with the key builders and developers, and maximizing profits by minimizing the distribution chain.

Preferably, the salesperson should be someone already familiar with the market, the customer group and the distribution. It would be far better to hire a U.S. professional or a Canadian experienced in selling building products in the selected market area to avoid the extra time and expense of having a newcomer learn the key players and gradually try to become familiar with the competition and market conditions in the area.

The main strength of this approach is that there is no "middle man" between the exporter and the customer. The main weakness is that unfamiliarity with the area can make it difficult for the sales rep to "get their foot in the door".

Section 4.5 of this guide includes the names of some of the leading Chicago-area builders and developers to be contacted in a direct sales approach. Additional contacts are outlined in Appendix Three.

Regardless of the distribution channels selected, the buyers will most likely make their purchasing decision based on the reasons noted previously, primarily price and turn-around time. Having a stocking distributor is almost a necessity in some markets, in order to provide the desired products in the required time.

Generally, the distribution used by most exporters of building products is through dealers, manufacturers' representatives or direct to end users through the manufacturer's sales force. No matter how the product is distributed, the manufacturer must have his representatives help develop a market pull by teaming with distributors on sales calls, and providing training for the distributors and their sales people at the factory or in field visits.

4.2.2 Pricing Strategies

Price is a major decision factor in the export of residential building products. Sales policy and discounting are extremely critical to export success. Sales policy and discounting must be extremely clear, consistent and disciplined, because of the layers of mark-up involved in the distribution process. A typical mark-up structure may be 25% from the factory to the distributor, who will then mark-up the product by 45% in selling to the end user. If a distributor sells to dealers, as well as end users, they will typically sell the product at a mark-up of about 30% to the dealer, to allow a small margin for reselling to the end user.

It is often quite difficult to provide accurate comparisons of the price of products being exported into the U.S. market. All prices should be quoted in U.S. funds, with FOB point the same as competitors' products. Trans border freight costs must be calculated, and any customs duty, statistical reporting fees and brokerage charges should also be included. These are in addition to the normal gross profit markups for a distributor, dealer and sales commissions.

On a national basis, it is critical to evaluate the competitive situation in each location and determine the best distribution channels based on the competitive market and target price. If the end users buy the products in small quantities, then the distribution must be through dealers. If the profit margins do not allow this, the manufacturer must recognize they may not be able to sell into that particular market.

The report prepared by Arthur Andersen entitled ***At What Price? Guidelines for a customer-focused pricing strategy*** provides insight into pricing strategies for retail stores. Although pricing for manufactured goods sold to distributors or directly to the end-user will be somewhat different, many of the principles can be applied.

The Andersen report states that two pricing strategies were commonly used in the past to set prices: based on cost or competitive pricing. Instead, the authors of the report recommend that pricing be based on the customer; what is the value of the item to the customer. Their suggestion is to split your product line into two parts:

- "image items" or price sensitive items where the customer would readily be able to compare your price to other similar products;
- "competitive items" which are less frequently purchased by consumers than image items, yet where your product is quite similar to another product; and

- "blind items" where the customer would not typically be aware of price ranges for that product items"[17]

The recommendation is to ensure "image items" are consistently priced in the lower end of the market for that item, which will result in an impression overall that your prices are reasonable and competitive. The report states "while optimum pricing on image items is likely to produce a low or moderate gross margin, the real benefit is in the consumer trust, return visits and additional unit volume that such pricing generates."[18]

For items where the consumer would not be readily able to compare your prices to a competitor, you have more freedom in setting prices. For these items, the authors suggest you use an optimum pricing strategy which will result in higher gross profits.

In order to determine the value the item has to the consumer, the report suggests this be examined based on three levels:

- economic, where the appeal is based on competitive prices, and the product requires low service levels;
- functional, where the appeal is based on the uniqueness of the product and how well it meets the consumer's needs, requiring a medium service level; and
- intangible, where the appeal is based on the firm's image, brand or experience, requiring a high level of service.[19]

The report also suggests four steps be taken to develop a customer-focused pricing strategy which has been summarized below:

Step	**Action**
Information gathering	• obtain internal price and profit information • determine which products are price sensitive • determine the top and bottom limits of price ranges for products • analyze the competition by obtaining pricing for similar products • analyze market conditions to determine how a price increase or decrease could impact your gross margin
Pricing decisions	• form your pricing decision rules and methodology • set your prices • test the prices in the market

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[17] Arthur Andersen, At What Price?, page 3 http://www.arthurandersen.com

[18] ibid.

[19] ibid. page 4

Step	Action
Communication	• communicate pricing strategy to employees • ensure customers are aware of your pricing strategy through marketing/advertising
Monitor/evaluate response and make adjustments	• analyze responses of customers • analyze responses of competition • analyze sales and margin data • analyze customer retention/satisfaction • determine impact on customer spending • analyze information on pricing strategies by competitors

To assist in determining how many products should be priced as sensitive, competitive or blind, the report suggests the following guideline be used:

Price Strategy	Percentage of Total Products	Percentage of Total Revenue	Percentage of Gross Margin
Sensitive	2%	10%	4%
Competitive	16%	26%	21%
Blind	82%	64%	75%

As a result, for a product which is considered a "standard" construction item such as a typical 12' long 2X4, it would be necessary to include this in the "sensitive" pricing strategy. These items would have both the lowest contribution to total revenue and gross margin. An item which may be somewhat less frequently purchased to be installed in a home would be considered a "competitive" product. These could include items provided as upgrades in new construction which are offered to the new home buyer but typically not purchased by them. Items that would be considered "blind" would include those that are unique to your firm; where there is little or no competition. It will be important to carefully research the items you are choosing to export to determine which category of pricing would be appropriate, and it will also be necessary to continually contact your clients to see if other firms have begun offering similar products.

4.2.3 Promotional Techniques

While price is of critical importance in export success, it is equally important that the manufacturer provides high quality sales tools to the distribution chain that emphasize the value of the product, and not depend strictly on lowest price to accomplish the sale. This means identifying the important features and benefits that the product offers that make it more desirable for end users.

If the manufacturer firmly believes that his/her product is superior to other products in the marketplace, but is higher priced, he must recognize that a significant investment will be required in sales tools and promotional activity to make potential users understand the superior features and benefits. This educational process may enable the product to actually be specified on construction projects, so the pricing factor can become secondary.

Sales literature, support and marketing methods must also be reviewed and changes made where necessary to meet the needs of this different marketplace. Programs such as PEMD, which is a Canadian Government Program providing assistance in preparation of marketing materials and other supports, may be of help in this regard. More information on programs to assist Canadian exporters is provided in Section 5.3.

Few buyers are likely to discover a new product simply through trade magazines, shows or literature. Familiarity with a local contact, face-to-face meetings, open houses at the distributor's facility and word of mouth are the keys to gaining a foothold with a new product. Some advertising in association magazines and participation at association functions can reinforce these efforts, but will not substitute for sales contacts from qualified and knowledgeable reps or distributors. Some successful distributors do no magazine or trade show advertising at all, preferring instead to spend all of their resources on direct sales contacts.

One of the most effective introductory promotional techniques is the use of "open houses" at the distributor showroom. In this way, the invited builders and specifiers can be introduced in a hands-on way to the features and benefits of a new product or technique, even if they do not have specific immediate needs. When the opportunity arises in the future, there would then be a better chance of being invited to submit a proposal or quote.

High quality sales literature and collateral material should be a top priority if the decision is made to proceed. Here again, the PEMD Program can provide some financial assistance. Unlike direct face-to-face sales, working in a dispersed market with distributors will call for having as much of your sales presentation as possible on paper, in attractive and effective literature. The easier it is for the distributor to present sales arguments using catalogues, leaflets and other sales aids, the greater the chances of closing orders. Conversely, poor quality materials will severely limit chances of having products recognized as serious alternatives.

It is common practice to write articles or try to have news releases into trade magazines, in order to get your product and name known. If possible, this should be done before advertising, in order to obtain some idea of the best target audience for the product. However, magazines will sometimes provide a package deal, as an incentive to advertise, but will not give you publicity if you do not advertise. Magazine advertising will help establish credibility and may provide sales leads.

4.2.4 Product Design and Modification

Initially, there will be some up-front costs that must be faced to become established in the U.S. market. Some changes in products might be necessary to meet the style or design needs of the particular market area or segment being pursued. Manufacturers must ensure they identify the specifications and product design requirements for the selected market. The list of Associations in Appendix Three will be useful to you when you are looking for specifications for a particular product.

4.2.5 After-Sales Service

A further key to export success is after-sales service. U.S. builders and distributors generally have no problem dealing with Canadian exporters, as long as they can assure good back up service and delivery when promised. In recent years, barriers to exporters have been reduced because of the increasing amounts of commerce conducted with Canadians. However, such relationships can break down quickly should deliveries or service not be as promised.

One of the primary reasons for having local distributors is to have inventory close to the end users. In some cases, the buyer's primary reason for selecting a distributor is its proximity to the job site. Obviously, not having a local presence will cause the loss of all such business.

4.3 LESSONS LEARNED FROM PAST EXPERIENCE

A variety of studies have identified important success factors in the export of residential building products. Some of the key findings and conclusions from these studies are outlined below.

The report conducted for the Canadian Embassy in Washington, entitled: "Business Opportunities for Canadian Building Materials Manufacturers in the Mid-Atlantic Region of the United States of America"[20], provides insight into some of the strategies uses by successful Canadian exporters of building products. This report identifies residential building as one of the large construction segments, with the construction of single family homes as the largest components. The authors of this report state that "it is the homebuilders and large tract developers who are the decision makers" for purchasing products for these homes, not the architects who design the homes.

As a result, you may choose to concentrate your marketing strategy on reaching these homebuilders and large tract developers. Appendix Three contains contact information for homebuilders and developers active in the Chicago Market Area. You will find the following contact lists in Appendix Three:

- Leading General Contractor/Construction Manager Firms in the Chicago Area
- Leading Residential Property Owners in the Chicago Area
- Contact List of Builders, Developers, Renovators and Contractors

If you are looking for information on projects that are in the planning or early development stages, you will find a list of projects by community in Appendix Two.

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[20], GP & V Associates, 2002. Business Opportunities for Canadian Building Materials Manufacturers in the Mid-Atlantic Region of the United States of America, Prepared for the Canadian Embassy in Washington, 2002, www.infoexport.gc.ca/docs/view-e.asp?did=6387

The report referenced above also provides details of a telephone survey conducted with representatives of Canadian companies who are already exporting products to the United States. Some of the responses to the questions are summarized below:

- **Sales volumes may be larger yet in some cases the profit margins may be lower** than in Canada, but most companies continue to sell in the U.S. market

- **Successful Canadian companies participating had from 2 years to 33 years** of sales in the U.S.

- **Direct sales (company-owned and trained sales force)** appears to be the most effective method of sales penetration in the U.S.

- **Trade shows and association memberships** are the most effective way to reach and network within the vast marketplace. Many companies form alliances with their American counterparts

- **Use of selective advertising media and product information directories** are important in having product information and details "in-front" of decision makers

- **Construction project leads are the best sales tool** to know who, where and when specific construction opportunities are located

The report also looked at effective marketing techniques for specific Construction Specification Institute (CSI) categories. These are discussed below for the product lines we are examining in this report.

Cabinetry is included in CSI Division 6: Wood and Plastics under 06400 Architectural Woodwork. The authors of the report stated that Canadian firms found using independent manufacturers' representatives to be the most common means of marketing their products. Most Canadian firms used regional and local representatives. It was stressed that knowing the product specifications was important to this product line. Successful firms also place high emphasis on participation at architectural and trade shows.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Cabinetry in Appendix Three.

Doors and Windows are categorized together in CSI Division 8: Doors and Windows. Successful Canadian exporters reporting selling through company sales agents in major markets. Again, the participation in trade shows was important, as well as using trade publications to reach decision-makers and support the work of the agents. Many firms who responded in the interview sessions indicated that there was particularly intense competition in this area.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Door and Windows in Appendix Three.

Flooring is part of CSI Division 9: Finishes, category 09600. Canadian exporters reported that the key to their success was having their products available in major markets. A warehouse facility was necessary. Marketing was either by the firm's own sales force or through distributors. Some strategies that worked include:

- participating at national and regional trade shows
- advertising in trade publications
- using advertising to directly reach remodeling contractors
- getting information to architects through directories and catalogues
- obtaining project lead information and using this to contact agents and purchasers through direct-mail programs

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Flooring in Appendix Three.

Siding is part of CSI Division 7: Thermal and Moisture Protection under product group 07400 Roofing and Sidings Panels. For this division, the effective techniques used include:

- participating in local trade shows
- exhibiting products at customer shows of building supply dealers
- exhibiting products at national trade shows if the company has a presence across the U.S.
- websites
- association conventions
- using product directories and catalogues
- using project lead information for direct-mail programs

Some successful Canadian exporters chose to market through a U.S. partner. Others have direct sales offices located in larger centres or have dealers located within regions or states. Many firms sell their products through building supply dealers or outlets or use a distributor/stocklist.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Siding in Appendix Three.

Pre-Engineered/Panelized Building Systems is in CSI Division 13: Special Construction under 13120 Pre-Engineered Structures or 13020 Building Modules. Canadian firms exporting these products indicated that they used mainly manufacturer's representatives or independent dealers for marketing. Many found success through exhibiting their products at architectural conventions and meeting face-to-face with local architects. Placing advertisements in trade publications and using product directories were also found to be helpful to generate inquiries.

Although the GP & V Associates study found that using a manufacturer's representative or independent dealer for marketing was quite effective for this product line, many successful Canadian exporters have chosen to market their products directly to builders. An article on panelized homes[21] states that "many panelized manufacturers…work with the home plans which builders bring to them." The same article discussed the steps some panelized home manufacturers have taken to build panels that are based on Design Basics home plans which give a builder flexibility in design and make it easier to incorporate their products into a home.

As a result, it would be advantageous for a Canadian exporter seeking to enter the market to explore both possibilities of marketing strategies.

Regardless of which method is used, one of the keys will be providing effective marketing support. If a builder is using your products, he will need information from you to persuade prospective home buyers that the decision to buy a panelized home is a good one. You must provide information on the benefits such as reduced waste, quality control, labour savings and faster building times.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Pre-Engineered/Panelized Building Systems in Appendix Three.

The report also identifies some common mistakes of building/construction exporters to the U.S., as follows:

- **Insufficient commitment by top management to overcome the initial difficulties and financial requirement of exporting**. It may take more time and effort to establish business in the U.S. Although the early delays and costs involved in exporting to the U.S. may seem difficult to justify when compared to established markets, the exporter should take a long-range view of this process and carefully monitor marketing efforts directed at the U.S. If a good foundation is laid for export business, the benefits derived will outweigh the investment.

- **Failure to obtain qualified counseling and to develop a master marketing plan before starting**. To be successful, a firm must clearly define goals, objectives, and the problems anticipated in exporting to the U.S. Secondly, it must develop a definitive plan to accomplish these goals and objectives despite the problems involved.

- **Insufficient care in selecting distributors.** The selection of each distributor in the U.S. is crucial. The complications involved in communications and transportation require distributors to act with a greater independence than their counterparts in the Canadian market. It is important to examine how they will personally handle your account, their capabilities and facilities, and their sales and management methods.

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[21] Paul Foresman, Panelized Homes, Panel by Panel, A New Era for Panelized Construction, www.buildingsystems.org/newera.html

- **Failure to establish a basis for profitable operations and orderly growth**. If exporters expect distributors in the U.S. to actively promote their accounts, distributors must be trained, assisted, and their performance must be continually monitored. New exporters should concentrate their efforts in one or two geographical areas. Then, while this initial core area is expanded, the exporter can move into the next selected geographical area.

- **Neglecting export business to the U.S. when the market booms.** Too many Canadian companies turn to exporting when business falls off in their own market. When Canadian business starts to boom again or currency values change, they neglect their U.S. export trade or relegate it to a secondary place. Such neglect can seriously harm the business and motivation of representatives in the U.S., strangle the company's own export trade and leave the firm without recourse when the domestic market falls off once more. Even if Canadian business remains strong, the company may eventually realize that they have only succeeded in shutting off a valuable source of additional profits from the enormous market represented by new and renovated construction.

- **Failure to treat distributors in the U.S. on an equal basis with Canadian counterparts**. Often, companies carry out institutional advertising campaigns, special discount offers, sales and incentive programs, special credit programs, warranty offers, etc., in their own market but fail to make similar assistance available to their distributors in the U.S. This is a mistake that can destroy the vitality of marketing efforts in the U.S.

- **Assuming that a given market technique and product will automatically be successful in all parts of the U.S.** What works in one market may not work in others. Each market has to be treated separately to insure maximum success.

- **Unwillingness to modify products to meet regulations**. Local safety, security codes and building codes cannot be ignored. If necessary modifications are not made at the factory, the distributor must do them – usually at greater cost and perhaps not as well. It should also be noted that the resulting smaller profit margin makes the account less attractive to the distributor.

- **Failure to print catalogues as well as service, sales, and warranty messages in locally understood "American-English" language and dimensions.** Without a clear understanding of sales messages or service instructions, distributors will be less effective in performing their functions.

- **Failure to consider use of an export management company**. If a firm decides it cannot afford its own export department (or has tried one unsuccessfully), it should consider the possibility of appointing an appropriate import management company in the U.S.

- **Failure to consider licensing or joint-venture agreements**. Import restrictions, insufficient personnel/financial resources, or a too limited product line cause many companies to dismiss exporting to the U.S. A licensing or joint venture arrangement may be the simple, profitable answer to any reservations. In general, all that is needed for success is flexibility in using the proper combination of marketing techniques.

- **Failure to provide readily available servicing of a product**. A product without the necessary service support can acquire a bad reputation in a short time, potentially preventing further sales.

The DFAIT publication, "Focus on the United States", provides a highly applicable summary of export success factors, entitled: "How to be a Successful David to their Goliath: Tips for Doing Business in the United States". The key factors identified in this publication are summarized below, along with additional information you may find helpful.

- **Know Your Market**

Focus is the key. The United States is not just one market, but several regions where connections and distribution channels can vary widely. Find out how your sector works in the region, take time to do a thorough market assessment and develop a precisely targeted marketing strategy. This Guide for the Chicago Market Area will help you follow this important advice.

- **Obtain Market Studies**

Getting information on foreign markets is integral to your successful market entry. Here again, this Guide for the Chicago Market Area provides valuable support. This guide is one of four developed during 2001/2002. The other market areas are: Boston, Dallas and Seattle. You can obtain a copy of each of these guides from CMHC by calling your local office or from their web site at www.cmhc-schl.gc.ca. Additional market information on sector opportunities to a wide variety of goods and services is also available on the InfoExport Web site at www.infoexport.gc.ca.

You will also want to contact the Canadian Consulate in Chicago to obtain local information such as newsletters and updated reports.

- **Know the Rules and Regulations**

Become familiar with the marketing and merchandising requirements at all levels of government affecting your product. There are important differences in how business is done, and notwithstanding NAFTA and a more liberalized trading environment, there are still barriers, such as the "Buy American" factor, that may limit your access to the market.

In fact, due to the events of September 11, 2001, the Canadian Consulate staff in Chicago recommend you make yourself aware of the growing nationalist movement in the U.S.

You will find it quite helpful to contact both national and local product associations to obtain information on their voluntary certification programs and keep up to date with new developments. These organizations also provide a wide range of supports to manufacturers and distributors of building products. We have provided a list of relevant associations in Appendix Three.

- **Know How to Quote Prices**

Firms must quote in U.S. dollars on a "delivered" basis to U.S. Customers. FOB ex-Canada is not an option. U.S. buyers and distributors want goods delivered to their door, with Customs clearances and other ancillaries taken care of by the supplier. Develop the transportation/Customs expertise needed to quote and supply successfully. The profit margin will be a key factor in whether or not a retailer or wholesaler decides to purchase your product.

- **Promote your Product with Flair**

The U.S. market is so large that offering a product without supporting merchandising and marketing materials is not enough. Companies must develop product literature, promotional information and advertising to distinguish themselves from the competition.

- **Understand the Importance of Salesmanship**

Pricing and the ability to supply in volumes often much larger than your entire Canadian market are critical to your export success. The lower Canadian dollar does not necessarily guarantee competitiveness. Be ready to spend money in order to make money, as part of your market strategy.

- **Include Media Relations in your Marketing Plan**

Press reports of your company in the Canadian and U.S. media can influence sales of your product to consumers and of your company stock to investors. An article in a reputable business publication is considered to be objective and therefore more credible than advertising. It will pay to work with a professional communicator.

- **Consider your Options for Sales Networks**

Distributors and manufacturers' representatives play an important role in making business happen in the United States. One important association you should contact and consider membership in is the National Association of Building Materials Distributors Association (NBMDA). Their web site address is www.nbmda.org. The NBMDA will be able to provide information on local building materials distributors who you may be able to link your firm with. As well, if you are considering a U.S. address to import and distribute your goods, inquire about state and local taxes from a U.S. accounting firm.

- **Form a Strategic Alliance with Another Firm**

A formal relationship between two entities that share goals and economic interests, a strategic alliance with another firm (Canadian or U.S.) can put your company in a better position to find clients, fulfill contracts and compete in the international marketplace. The Canadian trade offices in the United States can help you find a partner.

By forming a strategic alliance with a U.S. firm, you will be able to avoid the "Buy American" bias that you may encounter as a Canadian exporter.

- **Be Ready to Provide Local After-Sales Service and Technical Support**

Your company is often better served by linking up with U.S.-based counterparts (through partnering, licensing, or franchising), rather than trying to service the market directly from Canada.

The quality of your service will be the key to your success. Dana Boyle of the Canadian Consulate General in Minneapolis advises the following.

> *"If what you have to offer is better quality, remember that quality does not just apply to the product itself. Quality is measured in your company's degree of professionalism, such as how your telephone is answered, what image your label or packaging evokes to a new customer, whether or not you have a well-designed brochure, if you are timely in shipping full orders and how you handle the inevitable problems that arise.*
>
> *The statement of quality as it relates to a product sometimes obscures these more critical factors. If a manufacturer stands solely behind its production quality and does not address the quality of its marketing and customer service, it will miss out on major opportunities that will instead go to its competitors. To offer quality in all that you do does not necessarily require spending more money. It requires that you know your customers better and that you use your creativity and imagination."*

- **Check your Insurance**

Protect yourself from legal action against your product or service with liability insurance, and consider export credit insurance as security in the event of non-payment of bills.

The material contained in this Guide provides an initial foundation of information to help exporters of residential building products meet the above criteria. It is the responsibility of the individual firm, of course, to undertake the necessary steps to ensure the above guidelines are followed fully in order to enhance the opportunity for export success.

4.4 REGULATIONS, SPECIFICATIONS AND BUILDING CODES

In order to successfully export your products into the Chicago market area, it is important to understand the various regulations, specifications and building codes that regulate their use. These are outlined below.

4.4.1 Regulations and Specifications

Most Canadian residential building products tend to meet or exceed U.S. specifications. However, it is crucial that a detailed understanding of the specifications relevant to the particular product being exported is obtained and complied with.

There are an enormous range of specifications (too numerous and detailed to include in this Guide) for residential building products being used in the U.S. The Canadian Standards Council of Canada (SCC) provides information on the latest technical, safety and quality requirements of standards and regulations around the world. It can also help small or medium-sized companies establish their own strategic approach to standardization. It can be reached by telephone at (613) 238-3222, by FAX at (613) 955-4584, or at their Web site, www.scc.ca.

You can also obtain detailed reports from the National Evaluation Service which provide specifications for compliance with all of the model building codes. Their contact information is as follows:

National Evaluation Service
5203 Leesburg Pike, Suite 600
Falls Church VA 22041-3401
Telephone (703) 931-2187
Facsimile (703) 931-6505
Website www.nateval.org

You can order reports directly from their website. They currently have approximately 200 evaluation reports which are constantly updated and provide an excellent source for suppliers wanting to introduce new products.

If you find that the National Evaluation Service has not already produced a report on a specific product, you may be able to obtain a report from one of the other model building code organizations. Contact the Building Officials and Code Administrators Inc (BOCA), the International Conference of Building Officials (ICBO) or the Southern Building Code Congress International Inc (SBCCI) or the International Code Council (ICC). Contact information for each of these organizations is provided in Appendix Three Section 3.0 Associations.

The National Evaluation Service has established a Building Innovation Center which can provide evaluations of products beyond looking at code compliance. These evaluations look at the performance of the product in terms of life safety, durability, serviceability and other aspects not covered by building code compliance evaluations. The purpose of the Building Innovation Center is to provide support to manufacturers who find that builders are reluctant to use new products that do not have an established track record but that do meet the building code standards.

In addition, there are several catalogues and directories, which provide further information on product specifications and standards. A typical example is Sweet's Directory, one of the construction industry's primary building product information sources. Founded in 1906, it provides detailed product specifications for all construction products utilized in the United States, Canada and a variety of other countries. You can find their web site at www.sweets.com. Other directories include the Thomas Register at www.thomasregister.com, with listings of 170,000 manufacturers, and The Blue Book of Building and Construction at www.constrnet.com which provides construction information by region and county.

These directories can be an important tool for exporters seeking to fully identify and understand the specifications that apply to their product line.

In exporting residential building products and carrying out construction activity in the United States, building and fire codes must also be met, and there are plenty of them; national, state, regional and local. In the case of windows, for example, regulations and codes relate to such specifications as the minimum light areas, minimum R values, minimum egress areas, etc., which will also relate to local fire codes, and ASHRAE ratings.

National codes are the most liberal, and local codes the most restrictive. While restrictive in many cases, U.S. codes are generally less stringent than most Canadian codes. Anyone meeting Canadian codes should usually be able to comply with relative ease, with the exception of areas susceptible to unique problems such as hurricanes or extreme heat.

As of 2001 there was no Residential Energy Code in place for the State of Illinois. A modified energy code was under review in 2001, but has not been passed. We recommend you check with the Department of Commerce and Community Affairs to update the progress toward enactment of a residential energy code. Their web site information is www.commerce.state.il.us. You could also look at the Building Codes Assistance Project (www.bcap-energy.org) web site for information on which states have adopted energy codes.

The State of Illinois has developed a program called EnergyWise Homes of Illinois. This is a voluntary, market driven Home Energy Rating System that rates a home's energy consumption. Components such as insulation, windows, doors, and heating and cooling systems are evaluated during on-site inspections. The home's Home Energy Rating System is taken into account when a home buyer applies for an Energy Mortgage. This mortgage allows the purchaser to borrow at a higher debt-to-income ratio because the energy costs to operate the home will be lower than for other homes. As this program becomes more well-known, the impact upon the energy-efficiency of components of the home will become more important. Further information is available at www.energywisehomes.org.

Architects and builders use published specifications to select appropriate products for particular homes. Potential exporters should review various directories to determine what standards, regulations, test methods, etc. are required for various products. The Canadian Standards Association (CSA) has a department, which is quite familiar with U.S. standards and reciprocal recognition and can be of great assistance.

Several industry associations of manufacturers, such as the National Wood Window & Door Association (NWWDA), are primarily concerned with promotion of the products of their memberships and monitoring of market data. They will usually also coordinate with various national and international standards organizations, monitor any building and fire codes that might affect their products, and usually offer a voluntary certification program by which members can offer the assurance that their products are manufactured to the association standards. Although not strictly a requirement to meet various building codes, the lack of a trade association certification could be used as an excuse not to accept a new product by the builders and architects.

Competitors' literature also should be reviewed to determine the norm for the industry. Most can be found in directories such as Sweet's Catalogue, the Thomas Register or The Blue Book of Building and Construction.

Occasionally, the trade association will also coordinate its standards to international (ISO) or national (ANSI) standards. Although not always in direct harmony, many Canadian manufacturing or trade associations cooperate with their U.S. counterparts and can help a Canadian manufacturer determine whether or not it can receive certification in the U.S. as well.

One standard which some Canadian companies have had difficulty with is an EPA (Environmental Protection Agency) ruling, which specifically bans the use of mercury in any wood preservatives. Apparently, preservatives containing mercury are still in use in Canada and several companies have had difficulty with compliance. Otherwise, it has been found that the majority of Canadian products meet the higher quality standards of the NWWDA ranges. For example, according to several sources, the amount of wood used in Canadian wood windows is greater than that used in most American wood windows. While it adds to the quality, it also adds to the cost.

Although not specifically a requirement, voluntary certification by the appropriate manufacturers or dealers association, if possible, will eliminate at least one excuse for sales resistance. It might not be legally necessary to receive official endorsement of this nature, but it would certainly give a company credibility when dealing with many of the builders and their specifiers.

Details of certification programs for the five product lines discussed in this guide are noted below. Contact information for each association is listed in Appendix Three.

- **Cabinetry**

The Kitchen Cabinet Manufacturers Association (KCMA, web site www.kcma.org/certprog_req.htm) has developed a certification program which tests materials used in cabinets before they are awarded the KCMA Certification Seal. The following material was taken from their website, and lists the standards required to achieve certification.

- all cabinets must be fully enclosed with backs, bottoms, sides and tops on wall cabinets; and backs, bottoms and sides on base cabinets, with certain specified exceptions in kitchen sink fronts, sink bases, oven cabinets and refrigerator cabinets;
- all cabinets designed to rest on the floor must be provided with a toe space at least two inches deep and three inches high;

- all utility cabinets must meet the same construction requirements as base and wall cabinets;
- doors must be properly aligned, have means of closure, and close without excessive binding or looseness;
- all materials must ensure rigidity in compliance with performance standards;
- face frames, when used, must provide rigid construction;
- for frameless cabinets, the ends, tops/bottoms and back shall be of thickness necessary to provide rigid construction;
- corner or lineal bracing must be provided at points where necessary to ensure rigidity and properly joining of various components;
- all wood parts must be dried to a moisture content of 10 percent or less at time of fabrication;
- all materials used in cabinets must be suitable for use in the kitchen and bath environment where they may be exposed to grease, solvents, water, detergent, steam and other substances usually found in these rooms;
- all exposed plywood and composition board edges must be filled and sanded, edge-banded or otherwise finished to ensure compliance with the performance standards;
- all exterior exposed parts of cabinets must have nails and staples set and holes filled;
- all exposed construction joints must be fitted in a workman-like manner consistent with specifications; and
- exposed cabinet hardware must comply with Builders Hardware Manufacturing Association finishing standards

Various tests are made on the cabinets as noted below.

Tests to measure structural integrity

1. loading shelves and bottoms at 15 pounds per square foot for seven days
2. gradually loading mounted wall cabinets to 500 pounds
3. loading weights against cabinet fronts
4. dropping a 3 pound steel ball from 6" onto surfaces
5. striking cabinet doors with a 10-pound sandbag

Tests on drawers

1. loading drawers at 15 pounds per square foot and operating through 25,000 cycles of opening and closing

Tests on doors

1. loading doors with a 65-pound weight and slowly opening and closing
2. opening and closing doors for 25,000 cycles

Tests on finishes

1. heating cabinet doors to 120 degrees Fahrenheit and 70% relative humidity for 24 hours

2. heating cabinet doors to 120 degrees Fahrenheit for one hour, cooled to room temperature and humidity conditions, and cooled for one hour at –5 degrees Fahrenheit for five cycles

3. exposing surfaces to materials such as vinegar, fruit juices, catsup, coffee, olive oil and 100-proof alcohol for 24 hours and mustard for one hour

4. exposing cabinet door edges to detergent for 24 hours

- **Doors and Windows**

For doors and windows, the American Architectural Manufacturers Association has developed a set of standards known as ANSI/AAMA/NWWDA 101/I.S.2 Voluntary Specification for Aluminum, Vinyl (PVC) and Wood Windows and Glass Doors. These specifications look at all components of the windows and doors, including extrusions, glass, sealants and hardware. The organization has a list of Verified Components posted on their website at www.aamanet.org. The details of the certification requirements are available to be purchased from the association.

Products are tested by independent laboratories and inspection of the manufacturer's production line.

In addition, the Wood Moulding and Millwork Producers Association (web site www.wmmpa.com) has developed a limited number of Quality Industry Standards for millwork products. These are available for purchase from their website. The following products are included in these standards.

- hinged interior wood door jambs
- exterior wood door frames
- wood moulding requirements
- vinyl wrapped interior mouldings and millwork
- standard certified non-structural laminated or finger jointed wood
- industry standard for non-pressure treating of millwork
- industry standard 20-minute fire-rated wood door frames

- **Flooring**

According to the National Association of Floor Covering Distributors (web site www.nafdc.org) and the World Floor Covering Association, there are no current requirements for standards for flooring materials.

- **Siding**

There are various types of siding used in residential construction. Each type has its own association and voluntary certification processes. For example, the Vinyl Siding Institute (web site www.vinylsiding.org) has set up a certification program to meet or exceed the requirements of ASTM D3679 for vinyl siding. The Hardboard Association uses ANSI standards to determine certification of products. Each association should be contacted by the prospective exporter to obtain up to date information on standards and any certification programs.

- **Pre-Engineered/Panelized Building Systems**

All manufactured housing in the U.S. is governed by regulations set out by the U.S. Department of Housing and Urban Development (HUD). To obtain further information on their requirements for modular and panelized housing for the state of Illinois, contact:

Pat Metz, General Engineering Section Chief
Office of Health Protection
Division of Environmental Health
525 West Jefferson Street
Springfield, Illinois 62761
Telephone (217) 782-5830, Fax (217) 785-0253

The HUD website also provides information on how to apply for an exemption from the requirements of the National Manufactured Housing Construction and Safety Standards Act for modular homes. In brief, these homes must be designed to be installed on a permanent foundation, instead of the temporary foundation required for manufactured homes. Manufactured homes have an attached chassis that permits them to be moved between locations, while the chassis for a modular home must be removed once it has been transported to the site.

- **HUD Projects**

Products to be installed in any HUD (U.S. Department of Housing and Urban Development) project must meet their standards. The state of Illinois is one of 28 states designated by HUD where their Housing Agency Regulations are acceptable for use under HUD Housing Programs when housing units or components bear the state label. More information on these requirements is available on the HUD website at www.hud.gov/fha/sfh/mps/

In addition to the above, according to several experts, many Canadian-made components are built with more wood and pressure-treated instead of simply "dipped". Therefore, they often meet performance standards that put their products into the highest grade levels. Certification at higher-grade levels would be an additional sales feature and could be worth the price of membership in an association.

4.4.2 Building Codes

The regulatory environment for building products in the U.S. is presently comprised of a complex and overlapping patchwork of codes. In the absence of a federal mandate or direction, an ad hoc system of model building codes and other related codes has evolved. This environment will be changing shortly with the introduction of the new consolidated International Codes, but until these new codes are widely adopted, it will become even more complex before it becomes simpler.

There are three model building codes now being used by various jurisdictions across the U.S. The codes have been developed over the years by three separate non-profit organizations. The provisions in these codes are selected on a democratic basis by the code enforcement officials of the respective adopting jurisdictions.

About a third of the states have adopted one of these building codes for statewide use and prohibited any local amendments. Two states (NY and WI) have developed and mandated their own statewide building code. The remainder of the states allow their local jurisdictions – either counties or municipalities – to adopt the building code of their choice.

In Illinois, each county and municipality is responsible for setting individual codes. Accordingly, in the Chicago Market Area, each municipality maintains its own local building code. Exporters should contact each municipality in which they are planning on doing business to obtain a copy of their local code.

There is a movement by some municipalities and states toward a common building code. One such system is the BOCA codes. The Building Officials and Code Administrators International (BOCA) organization was founded in 1915, and seeks to encourage a common building code both within the U.S. and internationally. BOCA codes are available for the following regulatory areas:

- Building Code
- Electrical Code
- Energy Conservation Code
- Fire Code
- Fuel Gas Code
- Mechanical Code
- Plumbing Code
- Private Sewage Code
- Property Maintenance Code
- Residential Code
- Zoning Code

Only a few communities in Illinois have adopted portions of the BOCA code: Calumet City, Cantrall, Clear Lake Villa, Forsyth, Galesburg, Highland, Kankakee, Peotone and Sangamon County. The communities that are underlined are in the Chicago market area. You can obtain further details of the BOCA code system from their website at www.bocai.org/

Since there is no common code used throughout the Chicago market area, many manufacturers of building products find it helpful to obtain material on the various municipal codes. The firm Interstate Publishing does sell a Directory which covers most of the communities in the Chicago market area, but does not include the Counties of DeKalb, Grundy or Kendall. You can purchase this directory directly from their webpage at www.interstatepublishing.com/ if you feel it would assist you.

Contact information for all municipalities in the Chicago market area is provided in Appendix Four.

4.5 KEY CONTACTS IN THE CHICAGO AREA

Successfully penetrating the Chicago market area requires an understanding of key industry contacts. Accordingly, Appendix Three includes information on the following Chicago-area contacts:

- Lumber Stores and Home Centres;
- Residential Building Product Distributors/Manufacturers' Representatives, Product Dealers and Wholesalers for each of the five residential products profiled;
- Leading General Contractors and Construction Management Firms;
- Leading Residential Property Owners;
- Builders, Developers, Renovators and Contractors;
- Associations; and
- Other Important Websites (e.g. for market and economic data, etc.)

Some of the largest builders, owners and developers in the area are shown below, including the person who you could contact regarding your products. Their full address and contact information are available in Appendix Three, Section Two.

Builder Name	**Contact Person**	**Phone**	**Website**
AMEC Construction Management	Peter Janson, CEO	(312) 541-1600	www.morsediesel.com
Brinshore-Michaels Development	David Brind	(847) 562-9400	no
Chicago Housing Authority	Janneice Miller, Senior Buyer	(312) 747-9000	www.thecha.org
Ehlers Construction Inc	John Koller, Project Manager	(608) 833-8005	no
Fred Teitelbaum Construction	Edgar Gettleman, Vice President	(773) 267-7676	no
Hunter Alliance Co	Jan Em, Project Manager	(312) 987-1900	no
James McHugh Construction Company	Michael Meagher, Marketing	(312) 842-8400	www.mchughconstruction.com
Joseph A Renzi & Associates	Jessica Mandzira, Office Manager	(312) 421-4760	no
K R Miller Contractors Inc	Keith Miller, President	(847) 358-6400	www.krmiller.com
Kenny Construction Company	Robert K. Steiman, Manager, Purchasing Department	(847) 541-8200	no
Kimball Hill Homes Inc	David Kimball Hill, Jr., Chairman and CEO	(847) 364-7300	www.kimballhillhomes.com
Linn Mathes Inc.	Brad Mathes, CEO/President	(312) 454-0200	www.linn-mathes.com
McShane Construction Corp	Rebecca Kuepers, Project Manager	(847) 292-4300	www.mcshane.com
MCZ Development Corp		(312) 573-1122	
Paul H Schwendener Inc	Michael S. Schwendener, President	(630) 971-3303	www.schwendener.com
Pepper Construction Company	David Pepper, President and COO	(708) 802-8100	www.pepperconstruction.com
Power Contracting and Engineering Corporation	Jeff Karp, President	(847) 925-1300	www.powerconstruction.net
RJ Group Inc., Division of Enterprise Companies	Would not give a specific name to contact, recommended sending information to The Enterprise Companies	(773) 348-6900	www.theenterprisecompanies.com
Skender Construction	Bill Shelby, Estimator	(708) 430-8488	www.skender.com
The Clark Construction Group Inc	Corporate Estimating Department (located in Bethesda, MD)	(301) 272-8398	www.clarkus.com
Tishman Realty and Construction Co Inc	Ronald E. Materick, President and COO	(312) 577-2310	www.tishmanconstruction.com
Trapani Construction Company	Brian Colby, Vice President	(847) 394-2222	www.trapaniconstruction.com
W E O'Neil Construction Company	Joanna Haerle	(773) 755-1611	www.weoneil.com
Walsh Construction Company of Illinois	Sue Jillson, Lead Estimator, Estimating Department	(312) 563-5400	www.walshgroup.com
Wooton Construction	Daniel Simon, Project Manager	(312) 266-9800	no

The largest Lumber Yards and Home Centres are listed below, including contact names. Additional contact information for these firms is provided in Appendix Three, Section 1.1.

Company	**Contact**	**Phone**	**Website**
Ace Hardware Corp.	David F. Hodnik, President + CEO	(630) 990-6600	www.acehardware.com
Crafty Beaver Home Center	Tom LeKostha, Buyer	(847) 677-2106	www.craftybeaver.com
Edward Hines Lumber Co	John Drake, Manager, Millwork Department	(847) 353-7700	www.hineslumber.com
Hart Remodeling & Home Improvement	John Reid, Project Manager	(708) 957-9850	no
Home Depot	Dave Voss, Global Product Merchant, 2455 Paces Ferry Road, Building C-7, Atlanta, GA 30339	1-800 654-0688 ext. 15194	www.homedepot.com
Lee Lumber and Building Material Corporation	Sales Department (they have various buyers depending on the product)	(773) 509-6700	www.leelumber.com
Lowe's Home Improvement Warehouse	Only 1 store is in the Chicago market area, but there are 15 stores in Illinois	use website to submit information directly to Lowe's Head Office	www.lowes.com/lkn?action=custSvcVendorInquiry&topic=customerService
Menard's	Windows and millwork: Todd Werner, Doors: Kent Davis, Menard's Corporate Office, 5106 Old Mill Center, Eau Claire, WI 54703	(715) 876-5911	no
Richards Building Supply	Lloyd Poggi, Sales and Marketing, Richards Building Supply, 7030 West 63rd Street, Chicago IL 60638	(773) 586-7777	www.richards-supply.com
Rubenstein Lumber Co	Mark Cychosz, Buyer	(773) 237-1700	no
Seigle's Building Center	Purchasing Director (would not give name)	(847) 742-2000	www.seigles.com
TruServ Corporation	Donald Hoye, President + CEO	(773) 695-5000	www.truserv.com

Although we have not listed architects in this report, there are times when these professionals directly influence the purchase of materials for a project. We did contact the Illinois Council of the American Institute of Architects, and found that they have over 3,300 members who are either architects or interns. The Chicago chapter has over 2,000 members. If you decide that you would like to directly market to architects, you should begin by contacting the AIA Illinois, a Council of the American Institute of Architects at (217) 522-2309, fax (217) 522-5370, or web site www.aiail.org. This organization would be able to provide you with directions on how to obtain a list of architects.

5.0 WHO ELSE CAN HELP?

Understanding local markets and linking with local business contacts is, of course, crucial to export success in a large market area such as Chicago. The Canadian government provides a variety of services and programs to assist in this regard. Further information can also be obtained from the agencies noted below.

5.1 CANADA MORTGAGE AND HOUSING CORPORATION

CMHC International is the division in CMHC responsible for helping Canadian firms export housing products, services and expertise. CMHC International is a key member of Team Canada Inc. Services available to companies interested in export include: matchmaking; trade missions; international trade shows; gathering and disseminating of foreign market intelligence; organizing seminars; harmonizing building codes and standards and certification of products/systems internationally; developing a "Canadian House" brand in foreign markets; and developing export markets using CMHC's expertise in housing finance, research and assisted housing.

CMHC International offers the following services to Canadian firms seeking to export goods.

- **Organizing Matchmaking, Orientation and Trade Missions and International Trade Shows**

CMHC International works with representatives of Canadian firms participating in trade missions and attending international trade shows. CMHC can also help link your firm with pre-qualified buyers seeking your products and services.

Incoming Missions also play a role in helping Canadian firms reach export markets. These events take place here in Canada. The regional CMHC export specialists advise local firms of these visits.

- **Gathering Foreign Market Intelligence**

CMHC International gathers information on market conditions, the regulatory environment and key contacts for various foreign markets. This information provides a strong starting point for you to explore the possibilities of these markets. Reports are available directly from CMHC, and market seminars held throughout the year.

- **Disseminating Information**

CMHC has a website (www.cmhc-schl.gc.ca) which provides updated information on international markets. The website gives details on market opportunities, intelligence, mission reports and downloadable reports.

Additional material from CMHC includes:

Canadian Wood-Frame House Construction Handbook is available from CMHC. This book provides detailed information on how wood-frame houses are constructed in Canada, and is available in 5 languages. The International Training Team also conducts seminars internationally on Canadian house construction methods, and brings back information gathered to share market knowledge and leads with Canadian firms.

International Housing News is a free magazine available on the website, or by fax or e-mail.

CMHC International collects and provides detailed information on project opportunities to Canadian firms on their mailing list. These are specific projects which could be ideally suited for Canadian firms interested in export markets.

Information on the wide variety of building codes and product standards in international markets is available from CMHC, who works with foreign governments and agencies to harmonize codes and standards and facilitate the certification of products and systems. CMHC International also shares its expertise with foreign governments in the area of financing for homeowners.

5.2 CANADIAN CONSULATE OFFICE

The Canadian Department of Foreign Affairs and International Trade (DFAIT) maintains an extensive network of trade commissioners and officers in Canada and abroad to assist Canadian export-ready firms and to promote Canadian trade and investment. There are some 12 Canadian consulates providing these services in cities across the US, including Chicago.

The Chicago contact information is as follows:

Consulate General of Canada in Chicago
180 North Stetson Avenue
Suite 2400
Chicago, Illinois 60601
U.S.A.

The building products contact is:

Mr. Trevor Smith
(312) 327-3627 (phone)
(312) 616-1878 (fax)
trevor.j.smith@dfait-maeci.gc.ca (email)

Trade Commissioners abroad help Canadian exporters deal with the challenge of complex foreign business environments. They understand local conditions, business cultures and business practices and can help open doors to these markets.

The Chicago office can access Canadian exporters to a wide range of programs and services. One specialized service of particular interest provided in the office is the **Chicago Strategic Alliance Centre.** This Centre was established in 1993 to provide a free matching service for those businesses based in the Midwest and Canada that are seeking to expand markets, product lines and profits. The Centre also works with local and Canadian partner groups to ensure that there is an ongoing influx of potential partnering companies in its extensive database.

A Strategic Alliance is a formal, mutually-agreed upon, commercial collaboration between two or more companies. While partners of the Alliance pool, exchange and/or integrate selected business resources for mutual benefit, they remain separate, entirely independent businesses.

You may choose to create an alliance for cross-licensing agreements, market exchanges, cooperative manufacturing agreements or joint-equity ventures. The reasons why you may seek to create an alliance are:

- to share your expertise in exporting internationally
- to enter new markets, both in the US and internationally where the other firm has already entered
- to offer tax credits to your partner as an incentive for R & D
- to build on the network of contacts that the partner has already established
- to work together to enter new markets

The key to a successful strategic alliance is, of course, the matching of two firms who can both benefit from the alliance. The Canadian Consulate General in Chicago offers a free matching services for Canadian firms seeking to help you find an ideal partner.

5.3 EXPORT PROGRAMS

The Canadian government offers a variety of programs to assist exporters to the US.

- **ExportUSA Programs**

There are three different programs operating under ExportUSA:

- NEBS (New Exporters to Border States)
- EXTUS (Exporters to the USA)
- Reverse NEBS

The outline of each program and requirements for participation are summarized below.

NEBS (New Exporters to Border States) is geared to meet the needs of Canadian companies who are not yet exporting to the US, but are seeking to enter this market. The ExportUSA offices in the US provide information on the essentials of exporting and also introduce these Canadian firms to markets located in US border states. This is a practical program which results in first-hand knowledge of the requirements of exporting to these states.

EXTUS (Exporters to the USA) is designed to meet the needs of Canadian exporters who have already begun exporting their products. This program will help you expand into new markets in the US.

Both NEBS and EXTUS are based upon the training session approach, where a "mission" is planned in conjunction with a trade show and provides detailed information about entering and expanding into that particular sector. All NEBS and EXTUS missions last between one and three days, and most "missions" include a visit to the Canadian Consulate General Office in the target market to obtain the following information:

- a briefing on border procedures
- presentations by US manufacturers' representatives, sales agents, distributors and/or buyers
- a tour of the relevant coinciding trade show or fair
- visits to local wholesalers or retailers
- briefings on local US markets
- meetings with Canadian Trade Officers and potential agents or distributors
- export information guides and kits which are handed out to participants

The cost of these "missions" is US $100 for each company representative attending. The Canadian Government may partially offset this cost by contributing a maximum of CAN $100 towards the entry fee of the trade show for one company representative.

Companies wishing to participate in EXTUS must have sales of less than CAN $2.3 million annually. There is no sales income limit for Canadian firms interested in NEBS, although these firms must be incorporated and operate in Canada, and must not be exporting to the US on a regular basis.

The **Reverse NEBS Program** provides informative seminars throughout Canada to Canadian firms interested in learning more about exporting to the US. These seminars are usually scheduled over a one-day period, and are focused on a particular sector or issue. A participation fee may be charged for this program.

In all, over 13,000 Canadian firms have participated in the three facets of the ExportUSA program since 1984.

Firms interested in participating in the ExportUSA programs must agree to be entered into the Department of Foreign Affairs and International Trade (DFAIT)'s database. The listing entitles Canadian firms to receive international business leads from the International Business Opportunities Centre and international promotion.

- **Program for Export Market Development (PEMD)**

This program provides financial assistance for eligible Canadian companies to help develop new export markets. Such assistance can help, for example, in the design and printing of sales materials, in placement of advertisements, in opening a branch location, and so on. PEMD is managed by the Export Development Division of DFAIT, and jointly administered with Industry Canada through the regional International Trade Centres.

- **Provincial Programs for Export Financing**

Information on Provincial Government Export Financing Programs can be found on the ExportSource web site (www.exportsource.gc.ca/nonframe/engdoc/5c.html). This site references some of the programs available by province. Other sources of information on provincial export programs can be found on each province's website, generally under the Economic Development section.

- **Team Canada and Business Development Missions**

These Missions target specific, promising markets and are an integral component of Canada's international business development efforts to increase trade and investment. The Missions are organized by DFAIT. More information on Team Canada can be found on the Department of Foreign Affairs and International Trade web site under Trade, International Business Development (web site www.dfait-maeci.gc.ca/trade/menu-e.asp).

- **Export Websites**

The Canadian government has compiled a list of websites providing important export information on the following topics:

United States

- Tariffs, Forms & Licenses
- Freight Forwarders/Logistics
- Manufacturers Agents, Distributors & Representatives
- Trade Shows & Events
- U.S. Government
- Other Useful Sites

Canada

- Doing Business with NAFTA
- Tariffs, Forms & Licenses
- Canadian Customs Brokers
- Export Programs
- Export Services
- Banks and Insurance Companies
- Trade & Business Associations
- Trade Shows & Events
- Canadian Government
- Media and Other Useful Sites

- **WIN Exports**

WIN Exports is a database of Canadian exporters and their capabilities used around the world by Trade Commissioners and the International Business Opportunities Centre to match export-ready Canadian companies to suppliers with a business opportunity in their region. Membership entitles a Canadian company to international business opportunity centre access, international promotion of your company and the sharing of your company information with the Team Canada Inc. network of federal departments and provincial governments.

You can register for WIN by going to the website at http://win.infoexport.gc.ca/register.asp.

- **International Trade Centres**

International Trade Centres are located in British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland and Labrador. Exporters in Northwest Territories and Nunavut are served by the Alberta office, and exporters in Yukon by the British Columbia office. These centres offer one-stop shopping services for Canadian firms to take advantage of export opportunities in the U.S. and other foreign markets. Services include export counselling, market entry support services and market information. They also provide a link with Canadian Trade Commissioners abroad and can help exporters access programs such as PEMD and NEBS.

- **Canada Business Service Centres**

Located in every province and territory, these centres assist companies by providing information on services, programs and regulations and can help research export questions.

- **Regional Trade Networks**

The 10 RTN's across Canada consist of federal, provincial and regional representatives as well as industry associations who have teamed up to help exporters maximize opportunities. They can provide assistance to:

- develop export skills
- review export plans
- identify trade fairs, seminars and missions
- collect market information and intelligence
- provide advice and guidance on export financing needs
- access assistance in the target market

- **International Business Opportunities Centre**

The IBOC provides a matching service to connect foreign firms to Canadian companies. The Centre works in partnership with Canada's trade officers who are located in Canada's embassies and consulates to help link Canadians to local markets and identify business opportunities.

- **Business Development Bank of Canada (BDC)**

The BDC provides working capital for exporters; innovation loans; venture loans; term loans; productivity improvement loans; foreign buyer financing; term loans to implement e-commerce and other related services. BDC has strategic alliances with major financial organizations to serve the financial need of small to medium sized companies.

- **Export Development Canada (EDC)**

Export Development Canada is a Canadian financial institution devoted exclusively to providing trade finance services to support Canadian exporters and investors in 200 markets. This crown corporation reports to Parliament. Most of their clients are small businesses. Their services include export receivables insurance, export financing, bonding and guarantees and political risk insurance. Their small business financial services team works with business with sales of up to $25 million annually, offering various credit solutions to exporters.

- **Canadian Commercial Corporation (CCC)**

Canadian Commercial Corporation is an export sales agency which is wholly owned by the Government of Canada. The agency uses its government status to sign export sales contracts on behalf of Canadian exporters, and specializes in sales to foreign governments and international organizations. The agency also provides special access to U.S. defense and aerospace markets. One important service they provide is to guarantee that Canadian suppliers are financially and technically capable of meeting bid specifications, contract terms and supplier warrantees.

HOUSING EXPORTS

KEY U.S. HOUSING MARKETS: OPPORTUNITIES AND CONTACTS IN CHICAGO

Housing
research
opportunities
MARKETS
EXPORT

Department of Foreign Affairs and International Trade
Ministère des Affaires étrangères et du Commerce international

CMHC SCHL

HOME TO CANADIANS
Canada

CMHC—HOME TO CANADIANS

Canada Mortgage and Housing Corporation (CMHC) is the Government of Canada's national housing agency. We help Canadians gain access to a wide choice of quality, affordable homes.

Our mortgage loan insurance program has helped many Canadians realize their dream of owning a home. We provide financial assistance to help Canadians most in need to gain access to safe, affordable housing. Through our research, we encourage innovation in housing design and technology, community planning, housing choice and finance. We also work in partnership with industry and other Team Canada members to sell Canadian products and expertise in foreign markets, thereby creating jobs for Canadians here at home.

We offer a wide variety of information products to consumers and the housing industry to help them make informed purchasing and business decisions. With Canada's most comprehensive selection of information about housing and homes, we are Canada's largest publisher of housing information.

In everything that we do, we are helping to improve the quality of life for Canadians in communities across this country. We are helping Canadians live in safe, secure homes. CMHC is home to Canadians.

Canadians can easily access our information through retail outlets and CMHC's regional offices.

You can also reach us
by phone at
1 800 668-2642
(outside Canada call (613) 748-2003)

By fax at
1 800 245-9274
(outside Canada (613) 748-2016)

To reach us online, visit our home page at
www.cmhc.ca

Canada Mortgage and Housing Corporation supports the Government of Canada policy on access to information for people with disabilities. If you wish to obtain this publication in alternative formats, call 1 800 668-2642.

APPENDICES FOR CHICAGO

TABLE OF CONTENTS

APPENDIX ONE: OVERVIEW OF LOCAL DEMOGRAPHIC, ECONOMIC AND MARKET CONDITIONS 4

1.0 DEMOGRAPHY *4*

1.1 TOTAL METROPOLITAN POPULATION 4
1.2 HOUSEHOLDS 8
1.3 TENURE 11
1.4 AGE GROUPS 13
1.5 INCOME 16

2.0 ECONOMY *19*

2.1 GROSS STATE PRODUCT AND ECONOMIC HEALTH OF THE CHICAGO AREA 19
2.2 EMPLOYMENT 23
2.3 MAIN SECTOR OF EMPLOYMENT AND EMPLOYERS 26
2.4 COST OF LIVING 35
2.5 STRENGTHS AND WEAKNESSES OF THE LOCAL ECONOMY 36

3.0 HOUSING TRENDS *37*

3.1 SIZE AND GROWTH OF HOUSING STOCK 37
3.2 VACANCY RATES OF RENTAL HOUSING 45
3.3 RESALE HOUSING PRICES 46

APPENDIX TWO: PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES 47

1.0 PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES *47*

APPENDIX THREE: KEY CONTACTS IN THE CHICAGO AREA 57

1.0 DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS *58*

1.1 CONTACT INFORMATION FOR LUMBER STORES AND HOME CENTRES 60
1.2 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR CABINETRY 65

1.3 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR DOORS AND WINDOWS 71

1.4 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR FLOORING 75

1.5 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR SIDING 79

1.6 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR PRE-ENGINEERED/PANELIZED BUILDING SYSTEMS 98

2.0 BUILDERS, DEVELOPERS, RENOVATORS, CONTRACTORS AND OWNERS 99

2.1 LEADING GENERAL CONTRACTOR/CONSTRUCTION MANAGER FIRMS IN THE CHICAGO AREA 99

2.2 LEADING RESIDENTIAL PROPERTY OWNERS IN THE CHICAGO AREA 101

2.3 CONTACT LIST OF BUILDERS, DEVELOPERS, RENOVATORS AND CONTRACTORS 104

3.0 ASSOCIATIONS 139

4.0 IMPORTANT WEBSITES 143

APPENDIX FOUR: CONTACT INFORMATION FOR CITIES, TOWNS AND VILLAGES IN THE CHICAGO MARKET AREA 151

APPENDIX ONE: OVERVIEW OF LOCAL DEMOGRAPHIC, ECONOMIC AND MARKET CONDITIONS

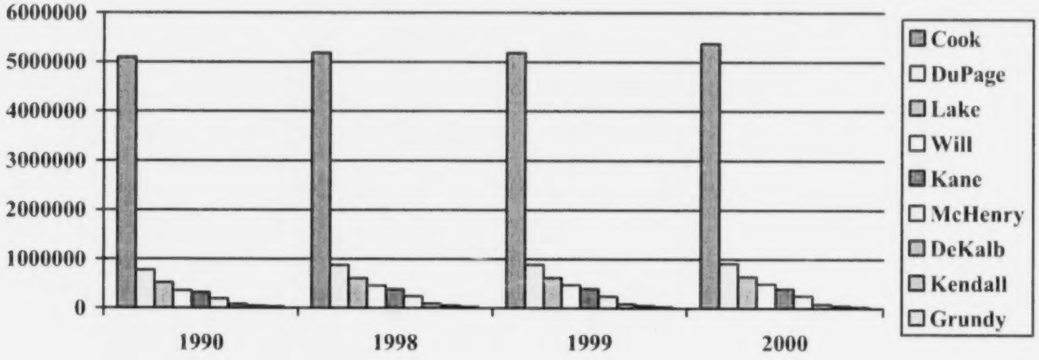
1.0 DEMOGRAPHY

1.1 TOTAL METROPOLITAN POPULATION

The Chicago Primary Metropolitan Statistical Area includes communities of various sizes ranging from small towns to the City of Chicago (located in Cook County). The population of the Chicago Market Area by county for 1990 and the last three years is shown below:

Figure 1

Population of Chicago Market Area

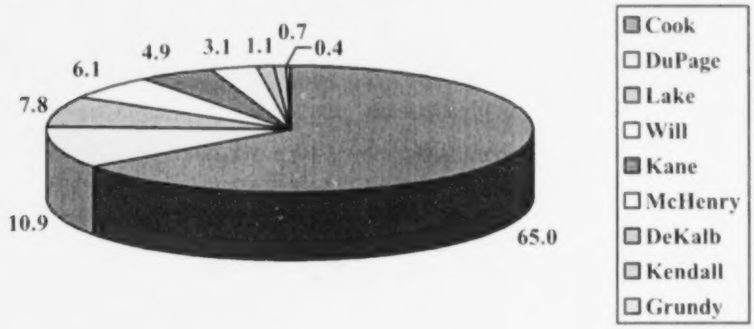


Source: www.census.gov/population/estimates/county/co-99-1/99C1_17txt for 1998 and 1999
Source: U.S. Census Bureau, Census 2000 for 1990 and 2000

As shown above, the highest population is in Cook County. The Chicago Market Area made up 68% of the total population of the State of Illinois in 2000. The percentage of each county in the Chicago Market Area and its recent growth rate is shown below.

Figure 2

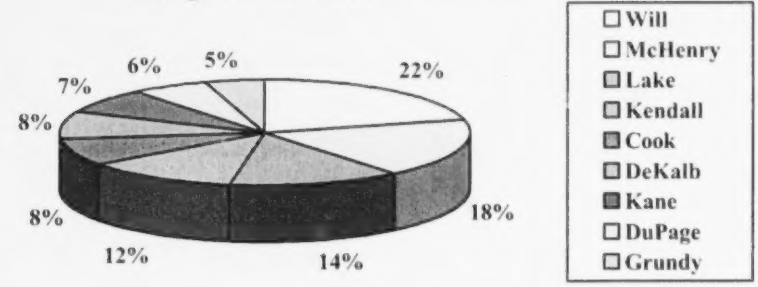
% of Chicago Market Area Population by County, 2000



Source: Calculations by The Starr Group Inc. based on the Census

Figure 3

Rate of Population Growth by County, 1998-2000, Chicago Market Area



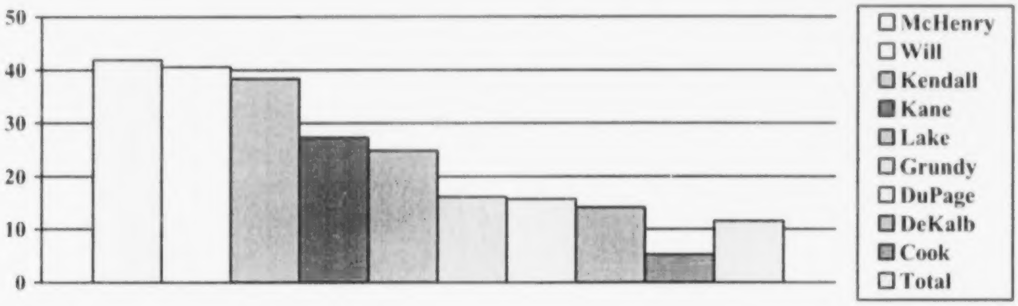
Source: Calculations by The Starr Group Inc. based on the Census

As shown above, although major population areas such as the City of Chicago (Cook County) have the highest population in the Chicago Market Area, the growth rate in these major areas is somewhat lower than the average of 4.1% overall. The highest growth rate areas over the past three years are Will, McHenry, Lake and Kendall Counties, and include the cities of Joliet (Will County) and North Chicago (Lake County). These counties have also seen the highest growth between 1990 and 2000, although Kane County, which had seen significant growth between 1990 and 2000, experienced a slowdown in the growth rate since 1998.

The population growth rate for each county in the Chicago Market Area over the past 10 years is shown below.

Figure 4

Rate of Growth by County, 1990-2000, Chicago Market Area

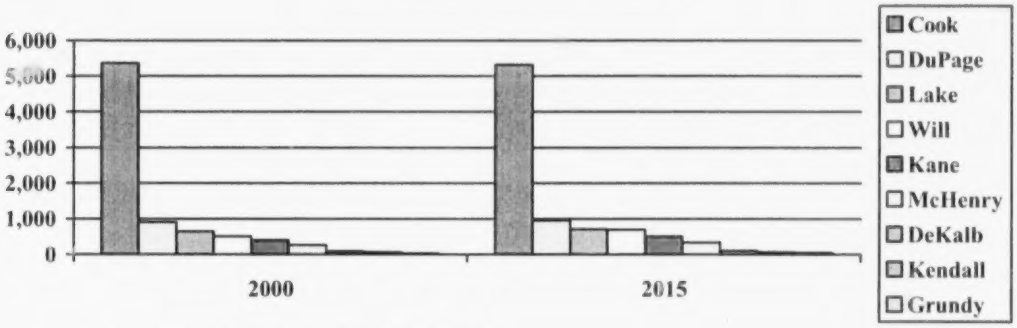


Source: U.S. Census Bureau, State and County QuickFacts
Source: http://quickfacts.census.gov

The forecasted population growth in the Chicago Market Area for 2015 is shown below, compared to actual population for the year 2000.

Figure 5

Forecasted Population by County, 2000 and 2015, Chicago Market Area, in 000's

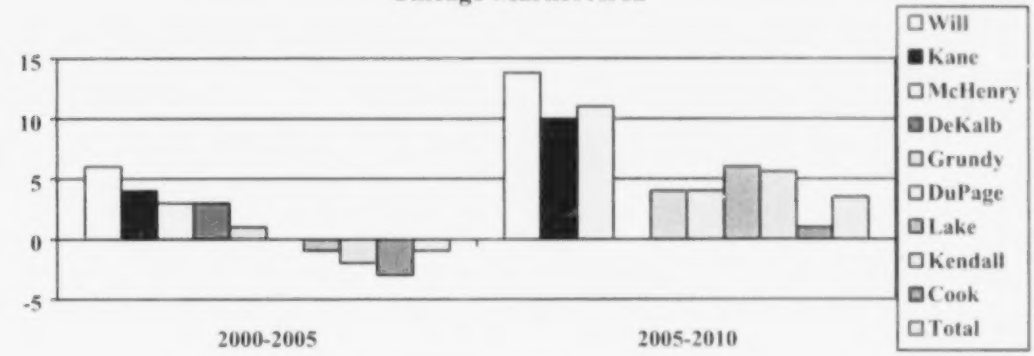


Source: http://www.cadus.ilstu.edu/database/COUNTY.xls

The information provided above is explained in further detail in the following charts which show the forecasted growth rates for the next 5, 10 and 15 years. The expected average growth rate for these five-year periods is 1.3%, 6.7% and 6.8% respectively. The highest growth rate is forecasted for Will and McHenry Counties.

Figure 6

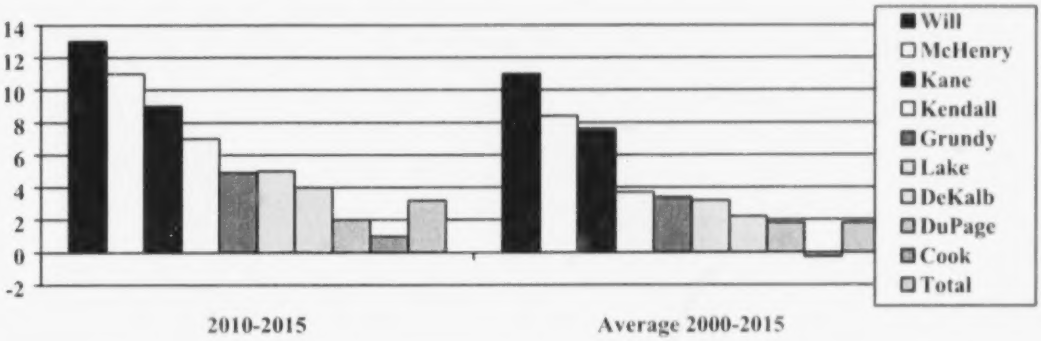
Population Growth Rates 2000-2005 and 2005-2010 by County, Chicago Market Area



Source: http://www.cadus.ilstu.edu/database/COUNTY.xls

Figure 7

Population Growth Rates 2010-2015 and 2000-2015 by County, Chicago Market Area



Source: http://www.cadus.ilstu.edu/database/COUNTY.xls

As shown above, the counties with the highest growth rates are expected to be Will, McHenry, and Kane Counties. Cook County is expected to have a modest population decline during this time period, although growth will take place between 2005 and 2015. The above information also demonstrates that the highest growth period will be between 2005 and 2015. Population growth is expected between 2000-2005 only in Will, Kane, McHenry, DeKalb and Grundy Counties, with the remaining counties expecting a decline in population during this period.

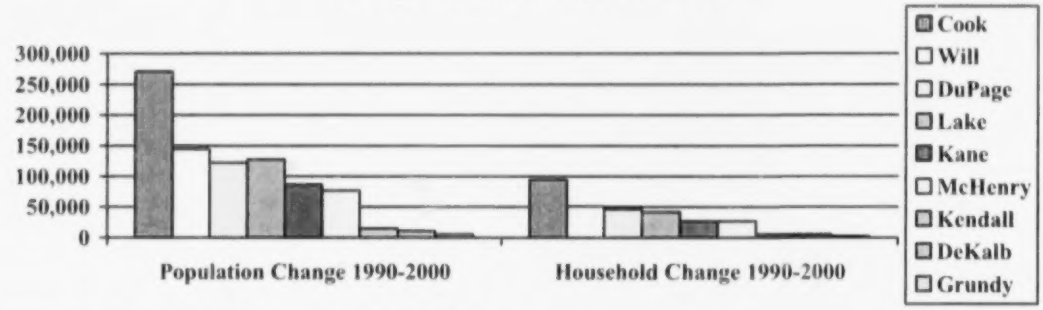
1.2 HOUSEHOLDS

The total number of households in the Chicago Market Area closely reflects the number of dwelling units in the area.

The largest rate changes have been seen in Will, McHenry and Kendall Counties, with the smallest rate increase in Cook County. However, because the population of Cook County is larger than the other counties, as expected, it has the highest increase in the total number of households. Other counties with large increases in the number of households include Will, DuPage and Lake.

Figure 8

Growth in Population and Number of Households, Chicago Market Area, 1990-2000

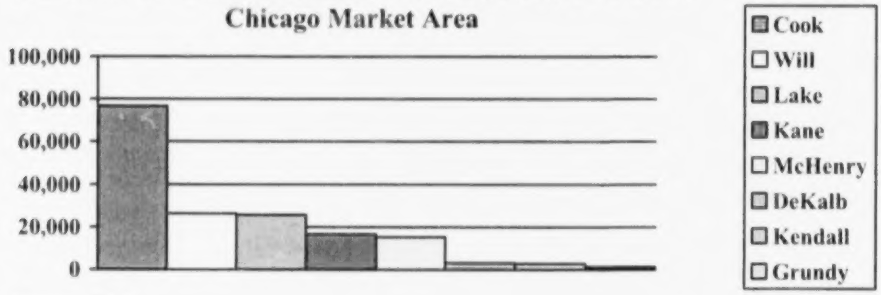


Source: U.S. Census Bureau, Census 2000 for 2000
Source: U.S. Census Bureau, Census 1990
Source: http://factfinder.census.gov/

The forecasted increase in the number of households for the period from 2001 to 2006 is shown below. Please note that no data is shown for DuPage County, which is forecast to have a modest decline of 216 households.

Figure 9

Forecasted Increase in Number of Households, 2001-2006, Chicago Market Area



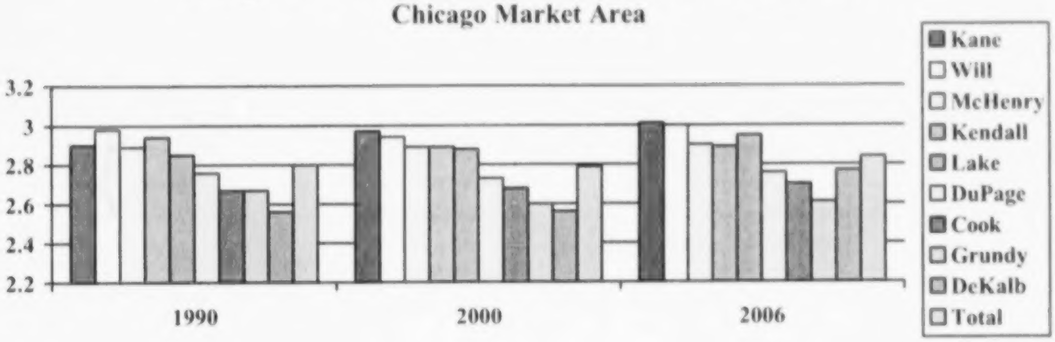
Source: U.S. Census Bureau, 2000
Source: EASI Demographics, Inc. 2001 for 2006

As shown above, the number of additional households in the Chicago area to the year 2006 is forecast to be highest in Cook County, followed by Will, Lake and Kane Counties. In total, it is expected that approximately 167,494 new households will be added to the Chicago Market Area between 2000 and 2006.

The average household size has changed over the past 10 years. The changes in average household size for each county over the last 10 years are shown below, as well as the forecasted change to the year 2006.

Figure 10

Changes in Average Household Size, 1990, 2000 and 2006, Chicago Market Area



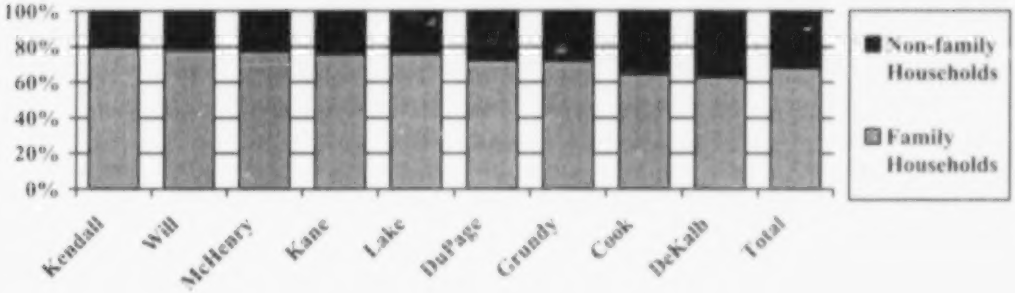
Source: U.S. Census Bureau, Census 2000
Source: http://factfinder.census.gov/
Source: EASI Demographics Inc., 2001 for 2006

This information is useful in determining the number of bedrooms required for each household, and therefore impacts on the size of housing units. As shown above, the counties with the highest number of persons per household projected for 2006 are Kane, Will, Lake and McHenry, respectively. As a result, using an average minimum of one bedroom per member in the household, the majority of the new housing units in these four counties could be expected to be in the range of three or more bedrooms.

Another way to look at the housing requirements for a household is to determine the composition of the household, including number of children or seniors in the household. The following chart provides information on the types of households in 2000 in the Chicago Market Area.

Figure 11

% of Total Households by Household Type, Chicago Market Area, 2000

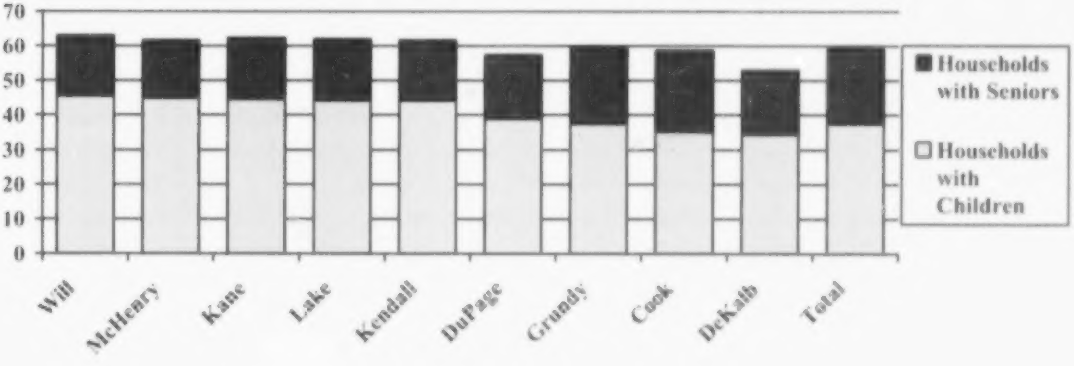


Source: U.S. Census Bureau, Census 2000
Source: http://factfinder.census.gov/

The above chart shows that Kendall, Will, McHenry and Kane Counties have the highest number of "family" households, or persons that are related to one another sharing a dwelling. Cook and DeKalb Counties showed the highest percentage of households whose members were not related to one another.

Figure 12

Percentage of Total Households with Seniors or with Children, Chicago Market Area, 2000



Source: U.S. Census Bureau, Census 2000
Source: http://factfinder.census.gov/

As shown above, the highest percentages of non-family households are found in DeKalb and Cook Counties, which also have the lowest percentages of households with children. Households with children make up over 44% of the households in five of the nine counties: Will, McHenry, Kane, Lake and Kendall. The highest percentage of households with seniors are found in Cook County (23.5%) and Grundy County (22.2%). As expected, the counties with the highest percentage of children in the household also had the lowest percentage of seniors in the household.

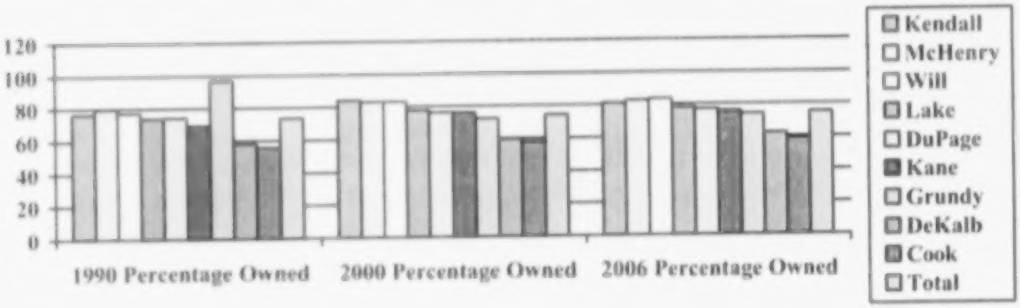
The study undertaken for CMHC on the US home renovation market[1] found that homeowners in the age 35-44 category were most likely to undertake renovation projects, as these households included the highest number of children under 18. Homeowners over age 65 were least likely to renovate.

1.3 TENURE

The tenure of the dwelling influences the type of renovation or new construction. Owners have been found to spend significantly more on renovations than landlords of rental properties. In 1990, 70.6% of the dwellings were owned, compared to 74.5% in 2000.

Figure 13

Tenure of Households, 1990, 2000 and 2006, Chicago Market Area



Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/
Source: EASI Demographics, 2001 for 2006

The pattern of ownership versus rental has increased overall over the past 10 years, and is forecast to continue at a steady pace for most counties in the Chicago Market Area as illustrated below. The significant increase in the number of renter households compared to owner households in Grundy County which was seen in the period from 1990-2000 is forecast to be reversed in the period from 2000-2006. Some counties are forecast to have more renter households than owner households, notably Kendall, Kane and McHenry for the period from 2000-2006. The remaining counties are forecast to continue to have more owner households than renter households during this period. Overall, the Chicago Market Area will continue to see more owner households created than renter households between 2000 and 2006.

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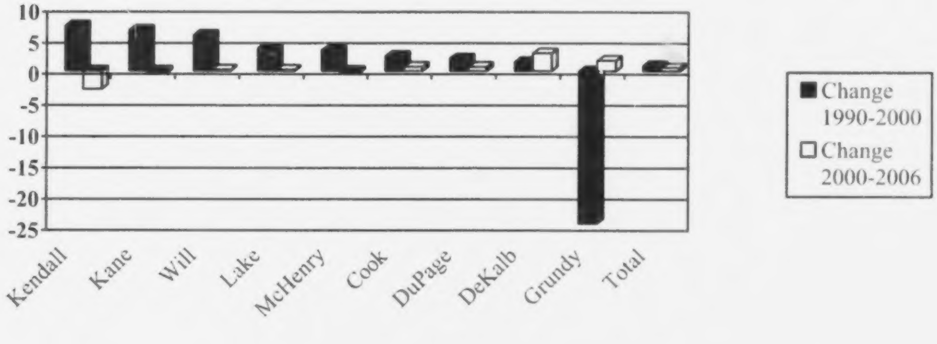
[1] The Starr Group Inc., Renovation in the United States; Market Overview and Contact Guide, Prepared for CMHC, 1999

Figure 14

% Change in Ownership Tenure, 1990-2000 and Forecasted 2000-2006, Chicago Market Area



Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/
Source: EASI Demographics, 2001 for 2006

The most significant changes in tenure have occurred in Grundy County, where the percentage of homeowners decreased by 24.4% between 1990-2000, but is expected to increase by 1.7% from 2000-2006. Three counties showed large increases in home ownership between 1990 and 2000: Kendall (+7.2%), Kane (+6.5%) and Will (+5.7%).

The report entitled "Renovation in the United States; Market Overview and Contact Guide"[2] stated that "rental property owners often have different motives for remodelling than do homeowners. Homeowners both invest and live in their homes. They remodel to personally benefit from the changes and to protect and improve the value of their investment. Rental owners remodel primarily to maximize their economic return and protect their investment."

The trend in home-ownership is expected to rise for most counties in the Chicago Market area. However, a modest shift in tenure from home ownership to rental is forecast for Kendall (-2.9%), Kane (-0.4%) and McHenry (-0.4%) Counties. As a result, the type of renovations undertaken for these counties is expected to shift moderately.

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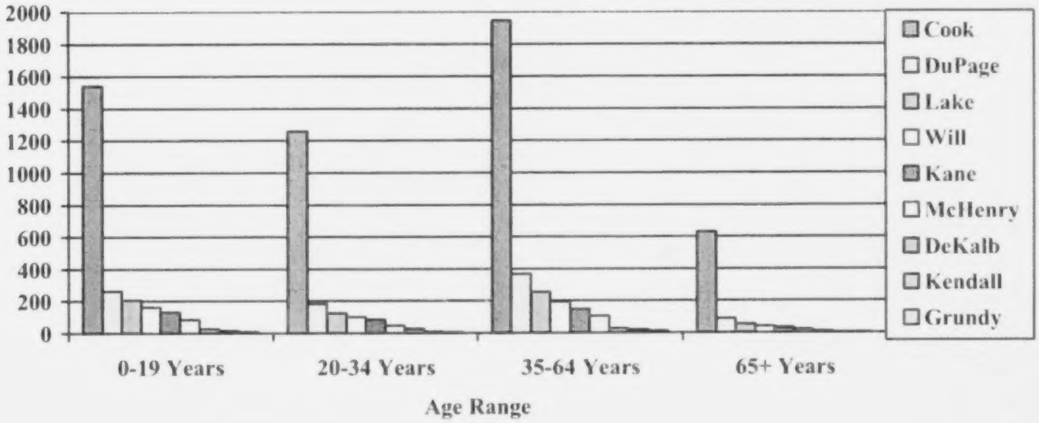
[2] The Starr Group Inc., Renovation in the United States; Market Overview and Contact Guide, Prepared for CMHC, , 1999

1.4 AGE GROUPS

The current population by main age groups for the Chicago Market Area is shown below.

Figure 15

Population by Age Range, Chicago Market Area, 2000 (000's)



Source: U.S. Census Bureau, http://factfinder.census.gov

The counties with the highest percentage of residents age 0-19 years are Kane, Will, McHenry, Lake and Kendall, each with over 32% of the total population in this age group. Cook County had the lowest percentage of residents in this age group, at only 28.7%, compared to the Chicago Market Area average of 31%. For adults aged 20-34 years, DeKalb showed the highest percentage at 28.9%, compared to the Chicago Market Area average of 21.2%. Kane and Cook Counties also showed percentages of adults aged 20-34 years that were higher than the Chicago Market Area. The lowest percentages were found in McHenry and Grundy Counties, which both showed under 19% of the population in this age group.

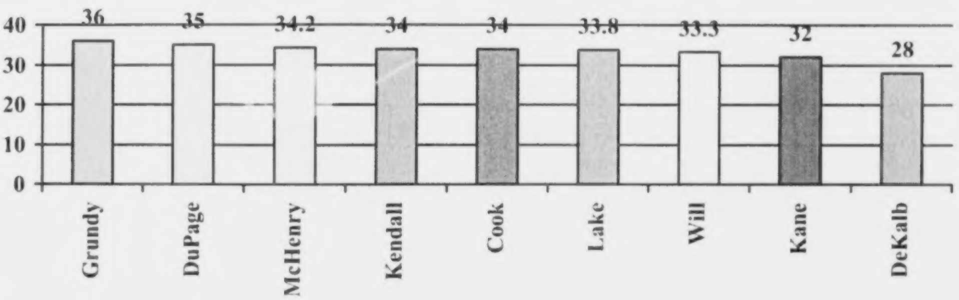
Adults aged 35-64 years make up the largest age group in the Chicago Market Area, accounting for 38.2% of the total population. The counties with the highest population in this age group include DuPage and McHenry (both 40.6%), and Kendall (39.9%). The lowest incidence of adults aged 35-64 was found in DeKalb County (31.5%).

Adults over age 65 made up 9.5% of the total population. There are significantly more seniors in Grundy and Cook Counties (12.2% and 11.7% respectively) than the other counties in the Chicago Market Area.

The median age range for the Chicago Market Area by county is shown below. The highest median age ranges are seen in Grundy and DuPage Counties, with DeKalb showing the lowest median age range. The number of children and seniors in the population influences these median age ranges. Grundy, Cook and DeKalb have the highest representation by seniors in their general population, while Kane, Will and Lake have the highest percentage of children making up their population.

Figure 16

Median Age Range, Chicago Market Area, 2000

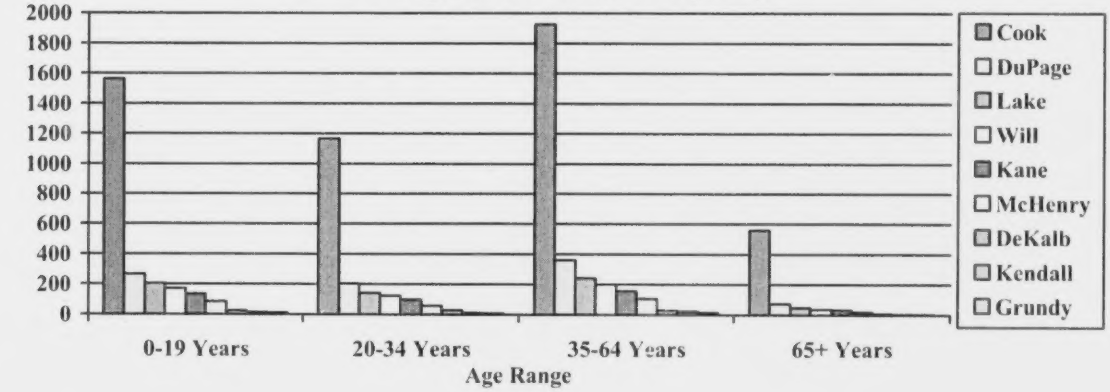


Source: U.S. Census Bureau, http://factfinder.census.gov

The 2005 forecasted population by main age groups for the Chicago Market Area is shown below.

Figure 17

Forecasted Population by Age Range, Chicago Market Area, 2005 (000's)

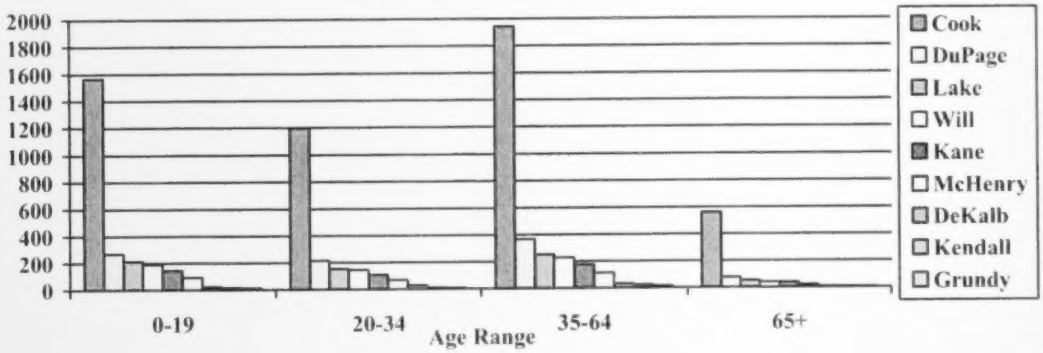


Source: Census and Date User Services
Source: http://www.cadus.ilstu.edu/data.htm

The 2010 forecasted population by main age groups for the Chicago Market Area is shown below.

Figure 18

Forecasted Population by Age Range, Chicago Market Area, 2010 (000's)

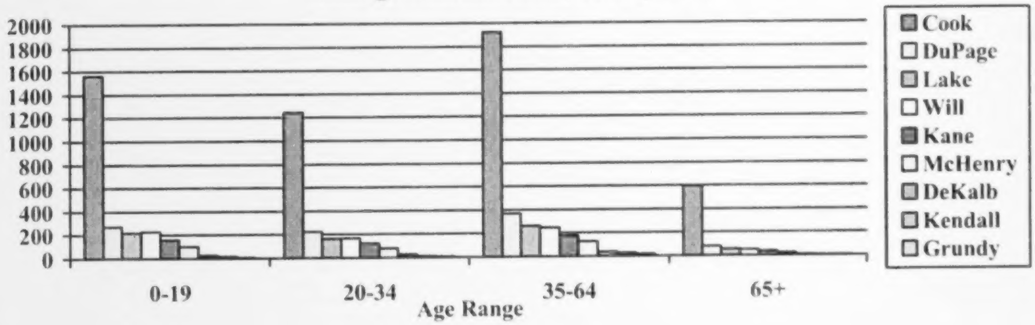


Source: Census and Date User Services
Source: http://www.cadus.ilstu.edu/data.htm

The 2015 forecasted population by main age groups for the Chicago Market Area is shown below.

Figure 19

Forecasted Population by Age Range, Chicago Market Area, 2015 (000's)

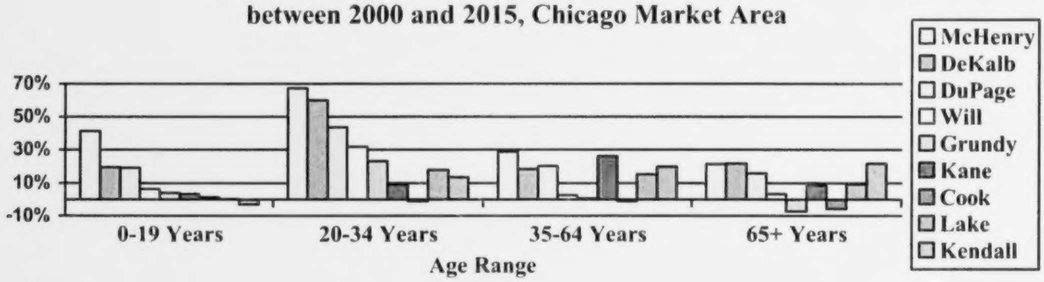


Source: Census and Date User Services
Source: http://www.cadus.ilstu.edu/data.htm

The following chart shows the percentage of growth/decline for each age group between 2000 and 2015 by county.

Figure 20

Forecasted % Change in Population by Age Group between 2000 and 2015, Chicago Market Area



Source: http://www.cadus.ilstu.edu/data.htm

The counties with the largest growth for children age 0-19 will be Will (41.4%), McHenry (19.7%) and Kane (19.4%), with an overall growth of 6.2%. Young adults in the age range of 20-34 years, who are typically first-time homebuyers, will see significant increases in all counties with the exception of Cook County, which will see a decrease of 0.9%. Adults aged 35-54 will see an overall decrease of 4.3%, but significant increases will be seen in Will (21.8%), DeKalb (19.9%) and Kane (15.8%). Adults aged 55-64 will see large increases in all counties as those in the "baby-boom" generation reach this age group. The population of seniors aged 65+ is expected to grow in most areas throughout most of this time period.

1.5 INCOME

The study entitled "Renovation in the United States; Market Overview and Contact Guide"[3] provided information from the National Association of the Remodelling Industry's report that found affluent Americans with salaries of over $100,000 spend more than $31 billion every year on renovating their homes. Even though they represent only 11% of all households, this is nearly a quarter of all expenditures. As a result, it is important to look at the income levels of the households in the Chicago Market Area to determine the percentage of households in this income range.

Based on 2001 estimates, the main income groups for the Chicago Market Area are shown below.

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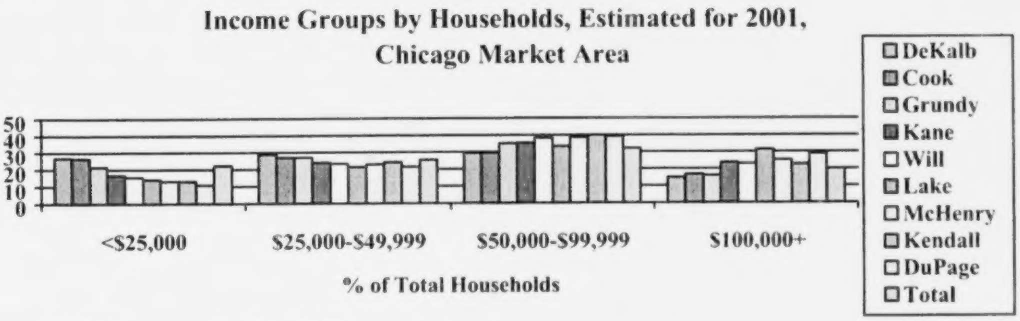
[3] The Starr Group Inc., Renovation in the United States; Market Overview and Contact Guide, Prepared for CMHC, , 1999

Figure 21



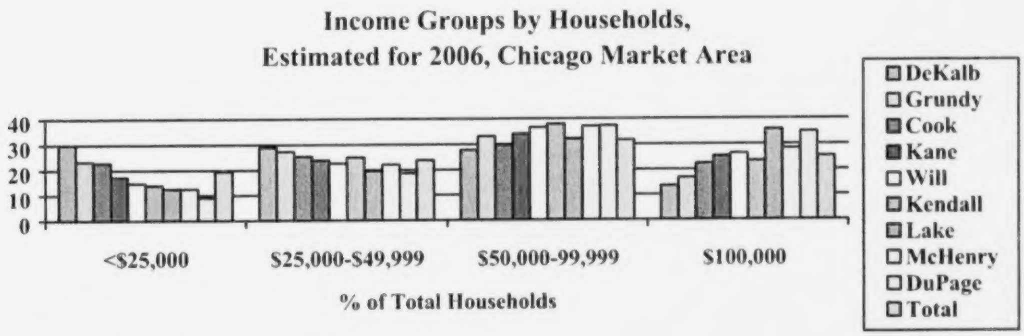
Income Groups by Households, Estimated for 2001, Chicago Market Area

Source: EASI Demographics, Inc., 2001

The data show that approximately 20% of the households in the Chicago Market Area have incomes of $100,000 or higher. As a result, it should be expected that these households would spend a significant amount of their income on home renovations. The counties with the highest percentage of households with incomes of $100,000 or higher include McHenry (25.1%), DuPage (28.9%), and Lake (31.4%).

Based on 2006 forecasts, the main income groups for the Chicago Market Area are shown below.

Figure 22



Income Groups by Households, Estimated for 2006, Chicago Market Area

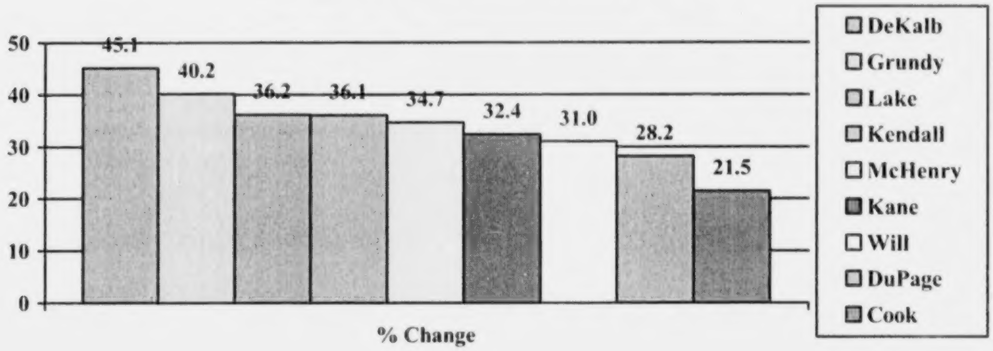
Source: EASI Demographics, Inc., 2001

The above data show that the number of households in the lowest income level will.decrease from 22.4% of the population to 19.4%, including significant declines in Cook County which account for the majority of the shift to higher income levels. The percentage of households with incomes of $100,000 or higher also increases significantly, with growth seen in Cook County (up 5.5%) and DuPage County (up 5.9%). Only DeKalb County shows a forecasted decrease in the number of households with incomes of $100,000 or higher.

The median income for the State of Illinois in 2000 was $41,179. The change in median household incomes for each county in the Chicago Market Area for 1990 and 2000 are provided below.

Figure 23

Increase in Median Household Income, Chicago Market Area, 1990-2000



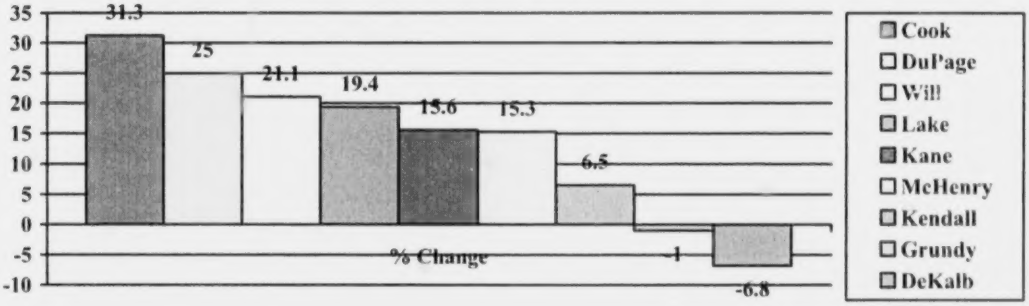
Source: U.S. Census Bureau, 1990 and 2000
Source: http://www.nibidc.com/earnings/

DeKalb and Grundy have seen the highest growth in median household income between 1990 and 2000, while households in Chicago have seen the lowest growth.

Median incomes are expected to grow by an average of 14% over the next 6years. The median income for each county and the expected growth rates in median income are shown below.

Figure 24

Forecasted % Growth in Median Income, Chicago Market Area, 2000-2006



Source: EASI Demographics, Inc. 2001

2.0 ECONOMY

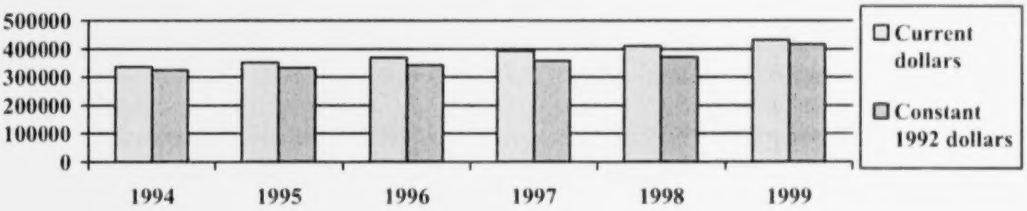
2.1 *GROSS STATE PRODUCT AND ECONOMIC HEALTH OF THE CHICAGO AREA*

The State of Illinois ranks fourth in terms of the state's share of the nation's Gross Domestic Product for 1999 (4.8%), down from 4.9% in 1992. However, for 1999, Illinois was not ranked in either the 11 fastest growing states or 12 slow-growing states by the United States Department of Commerce in their report dated June 4, 2001[4]. Between 1992 and 1999, the largest decrease in Gross State Product for Illinois was in the agriculture, forestry and fishing sector (down 2.2% annually), while the wholesale trade sector saw the largest increase (up 5.8% annually), followed by manufacturing (up 5.0% annually) and retail trade (up 4.9% annually). Construction saw an annual increase of 2.7% over this period.

The change in the Gross State Product between 1994 and 1999 is shown below.

Figure 25

Change in Gross State Product for Illinois between 1994 and 1999



Source: http://www.chicagobusiness, Illinois Department of Commerce and Community Affairs

The University of Illinois provides data by sector on the forecasted Output and Income of the Chicago Area. Output is defined as the total value of industrial production sales. Income is the total value of all wages and salaries earned, including self-employed individuals in the industry. The counties included in the following forecasts do not, however, include all nine counties that make up the Chicago Market Area as defined for this Guide.

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[4] United States Department of Commerce News, Bureau of Economic Analysis, Wire Transmission Monday June 4, 2001, BEA 01-16

Table 1

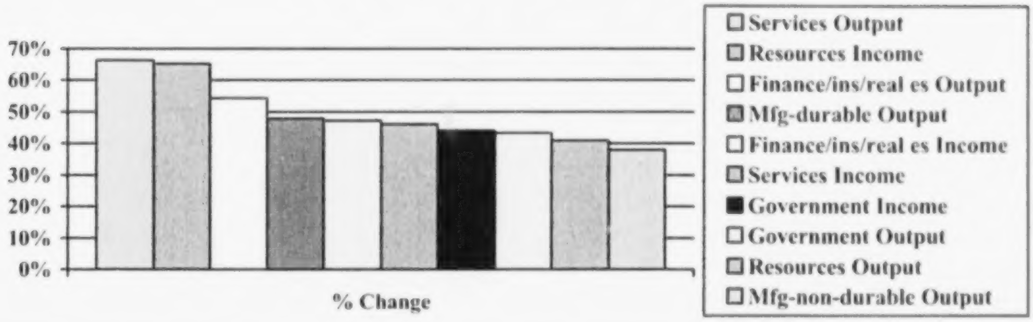
Sector	**Output or Income in $million**	**2000**	**2022**	**Growth**	**% Change**
Resources	Output	1,749	2,466	717	41.0%
	Income	831	1,374	543	65.3%
Construction	Output	22,543	23,158	615	2.7%
	Income	8,613	10,153	1,540	17.9%
Manufacturing: non-durable	Output	66,378	91,506	25,128	37.9%
	Income	13,339	15,669	2,330	17.5%
Manufacturing: durable	Output	76,029	112,349	36,320	47.8%
	Income	16,793	16,546	-247	-1.5%
Transportation, Communication, Utility	Output	38,025	50,387	12,362	32.5%
	Income	11,798	15,655	3,857	32.7%
Trade (Wholesale and Retail)	Output	59,602	73,961	14,359	24.1%
	Income	22,125	24,390	2,265	10.2%
Finance, Insurance and Real Estates	Output	63,386	97,816	34,430	54.3%
	Income	17,484	25,736	8,252	47.2%
Services	Output	106,919	177,859	70,940	66.3%
	Income	52,362	76,488	24,126	46.1%
Government	Output	5,134	7,364	2,230	43.4%
	Income	2,831	4,077	1,246	44.0%
Total	**Output**	**439,765**	**636,866**	**197,101**	**44.8%**
	Income	**146,176**	**190,088**	**43,912**	**30.0%**

Source: Projection Summary of 1999 CREIM, http://www.uiuc.edu/unit/real

The change in projected output and income for the sectors noted above is shown in the following charts.

Figure 26

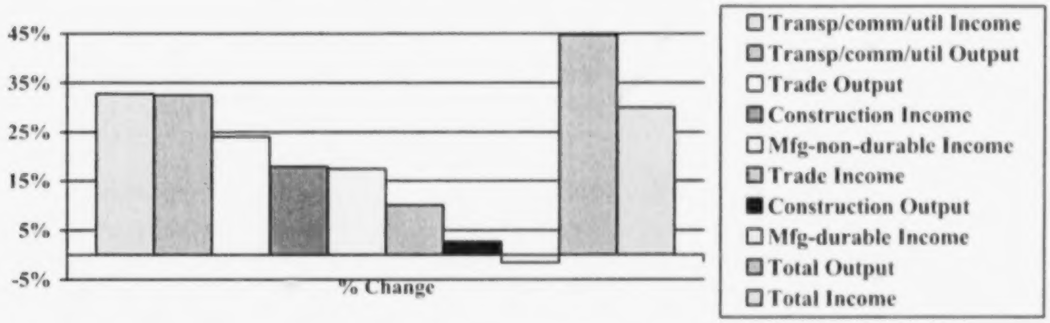
Forecasted % Change in Output or Income by Sector, Chicago Market Area, 2000 to 2022 (part 1)



Source: Projection Summary of 1999 CREIM, http://www.uiuc.edu/unit/real

Figure 27

Forecasted % Change in Output or Income by Sector, Chicago Market Area, 2000 to 2022 (part 2)



Source: Projection Summary of 1999 CREIM, http://www.uiuc.edu/unit/real

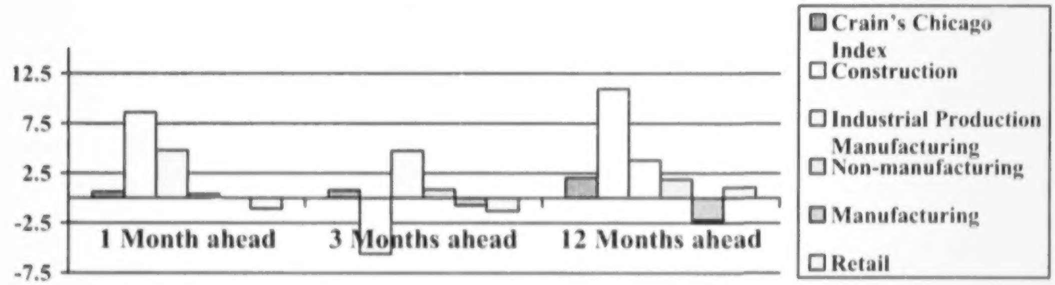
As shown above, Services is the forecasted largest sector for output (66.3% growth). Other major sectors forecasted for increased output include Finance, Insurance, Real Estates (54.3% growth); and Manufacturing: durables (47.8% growth). Major sectors forecasted for increased income are Resources (65.3% growth); Finance, Insurance, Real Estates (47.2% growth); and Services (46.1% growth). Overall, growth is expected to be in the range of 44.8% for output, with only a 30.0% growth for income.

The Chicago area includes a high number of manufacturers who have been hard hit by the downturn affecting many US companies. The Crain's Chicago Index for July, 2001[5], which was released September 12, 2001, takes a look at the general economy in Chicago and provides forecasts which can be helpful in determining the rate of growth for the area. This report indicates that there was a decrease in the index of .34% from June to July, 2001, and projects a softer growth for the remainder of 2001 compared to the previous three years. Included in this report are statistics which show that employment in the manufacturing sector fell .83%, and construction costs also decreased significantly from the previous month. The authors of the report are projecting continued losses for the manufacturing sector, which will result in increased unemployment rates in the short term.

Despite all of this, the Crain's Chicago Index is forecasting growth for the 12-month period to July, 2002, particularly in the construction sector, while manufacturing will continue to decline. The following chart shows the summary of economic activity forecasted for the future 12-month period beginning July 1, 2001.

Figure 28

Crain's Chicago Index, July 2001



Source: Crain's Chicago Index

In addition to the above, the events of September 11th, 2001 will have an impact on the economy of the Chicago Market Area. The Meyers Group, in their statement dated September 20th[6], provided information on their assessment of the events of September 11th to the overall economy of the US. In this report, they compared the economy at the start of the Gulf War in 1990 to the economic conditions prior to September 11th. Their forecast states "a recession will occur because we were dangerously close to a recession prior to the disaster, and now there will be significant layoffs in the travel and tourism industries, as well as curtailed consumer spending as we head into the holiday season". They continued with their analysis of employment rates, stating "the housing market is not likely to be significantly affected by low employment…(until) unemployment approaches 6.5%…sometime next year. They do not forecast a 'significant crash' in the housing market", which is good news to Canadian exporters of home construction materials.

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[5] Crain's Chicago Index, July, 2001, released September 12, 2001, http://www.uiu.edu/unit/real

[6] Meyers Group Key Economic Indicator – Special Edition, September 20, 2001 www.meyersgroup.com

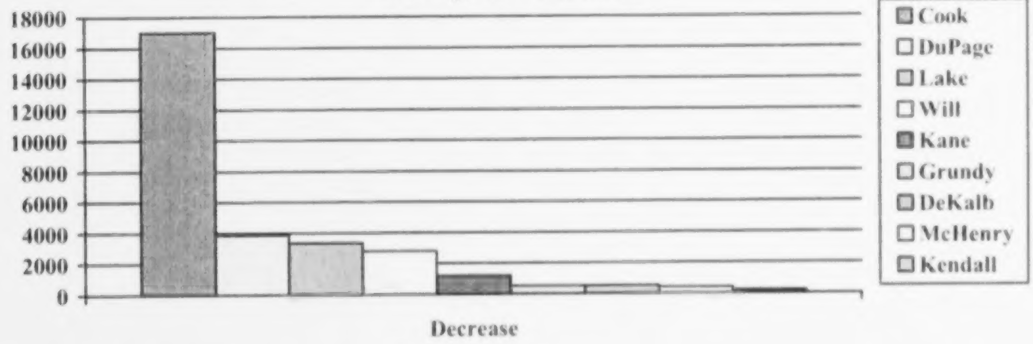
The Meyers Group's report did, however, identify a number of markets where they expected "significant short-term job losses to hurt housing demand … and to possibly even result in distress sales in the resale market if conditions do not improve within one year. Markets such as Chicago, Boston, New York, Las Vegas and San Francisco are markets that are highly sensitive at this time." As a result, Canadian home construction product exporters should keep a close watch on economic conditions and plan their entry or expansion into the market accordingly.

2.2 *EMPLOYMENT*

The Chicago Market Area has seen a decrease in the labour force in every county between August 2000 and August 2001, with the largest decreases in Cook, DuPage and Lake Counties.

Figure 29

Change in Labour Force between August 2000 and August 2001, Chicago Market Area

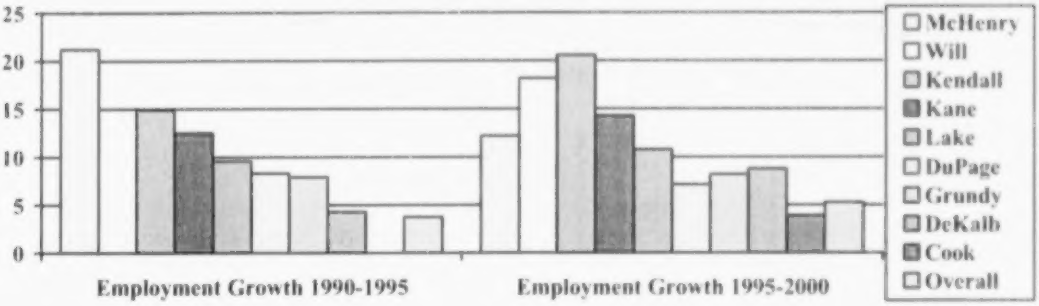


Source: Workplace Info Center, http://www.ilworkinfo.com

This information must be interpreted alongside employment growth and unemployment rates. The employment growth and unemployment rates for the Chicago Market Area are shown below, which show the highest employment grown between 1995 and 2000 in Kendall, Will and Kane Counties.

Figure 30

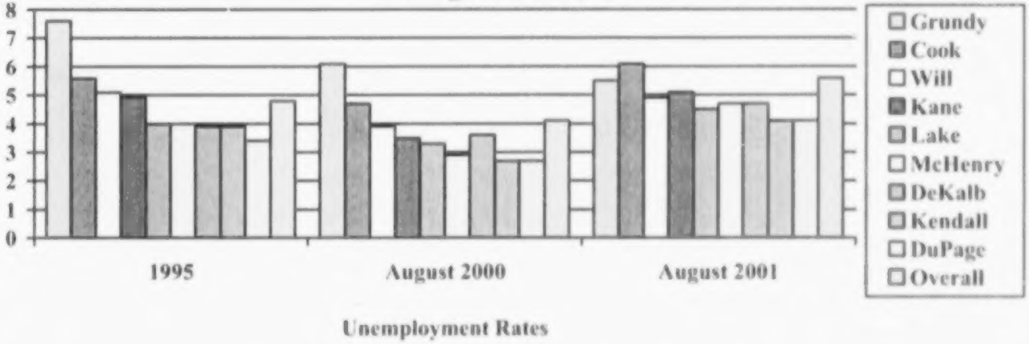
Employment Growth, 1990-1995 and 1995-2000, Chicago Market Area



Source: Illinois Department of Employment Security
Source: http://lmi.ides.state.il.us/laus/county90.htm

Figure 31

Unemployment Rates 1995, August 2000, August 2001, Chicago Market Area

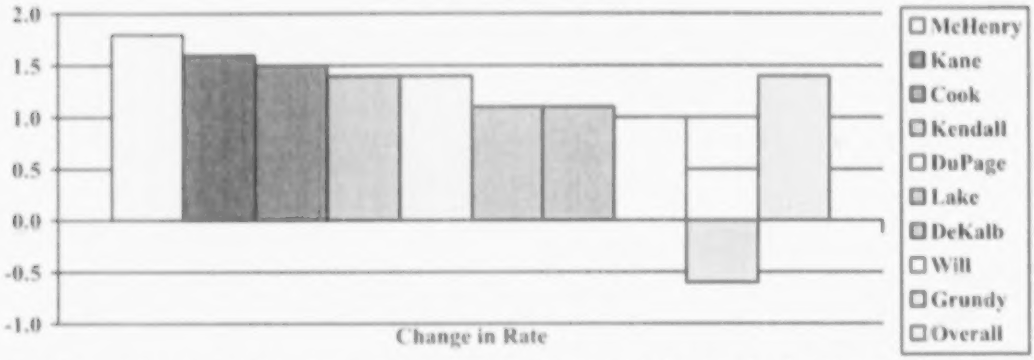


Source: Illinois Department of Employment Security for 1995, http://lmi.ides.state.il.us/laus/county90.htm
Source: Economic Information & Analysis, IDES, http://www.ilworkinfo.com for 2000 and 2001

Unemployment rates have become more equal between the various counties in the Chicago Market Area in 2001 compared to 1995. Grundy County had the highest unemployment rate both in 1995 and August 2000, but saw a significant decrease to 5.5% in August 2001. The overall unemployment rate has risen from 4.1% in August 2000 to 5.6% in August 2001.

Figure 32

Change in Unemployment Rate between August 2000 and August 2001, Chicago Market Area



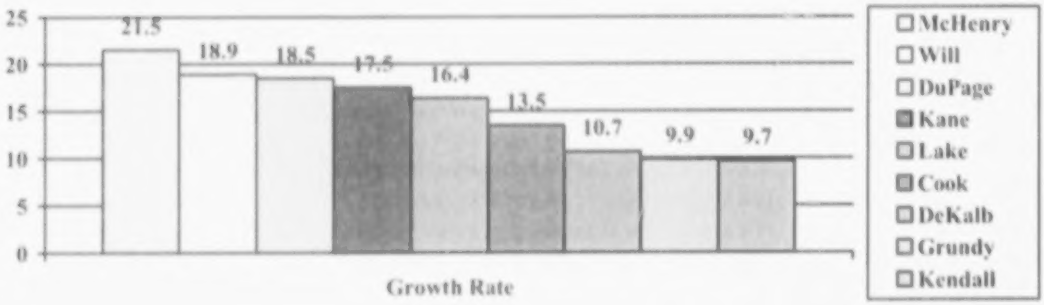
Source: Illinois Department of Employment Security for 1995, http://lmi.ides.state.il.us/laus/county90.htm
Source: Economic Information & Analysis, IDES, http://www.ilworkinfo.com for 2000 and 2001

As shown above, only one county actually saw a decrease in the unemployment rate between August 2000 and August 2001; Grundy County. The large workforce population in Cook County significantly impacts the overall unemployment rates for the Chicago Market Area. The largest rise in unemployment was seen in McHenry and Kane Counties.

The forecasted employment growth rates from 1998-2008, based on industry projections for the Chicago Market Area are shown below. Again, due to the events of September 11th, 2001, and their expected impacts on the economy, the numbers shown in these projections may not be attained.

Figure 33

Forecasted Employment Growth 1998-2008, Chicago Market Area



Source: State of Illinois Department of Employment Security Economic Information and Analysis Division
Source: http://lmi.ides.state.il.us/projections/county

As shown above, the overall forecasted employment growth for the Chicago Market Area is 15.2%, with the most significant growth in McHenry, Will and DuPage Counties. Employment growth is forecast to be much slower during this 10-year period in Grundy and Kendall Counties, which are expected to grow at a rate of under 10%.

2.3 *MAIN SECTOR OF EMPLOYMENT AND EMPLOYERS*

To put the information reported for the Chicago Market Area into perspective, we have provided the following overview of the Construction Sector for the State of Illinois as of 1997.

Table 2
Overview of the Construction Sector, State of Illinois, 1997

Construction Sector Area	Number of Businesses	Number of Employees	Annual Payroll (000's)	Shipments/ Sales/Receipts (000's)
Building, developing and general contracting	8,218	53,324	1,856,345	16,619,698
Residential building construction	6,104	26,671	768,736	6,880,981
Single-family housing construction	5,705	24,050	683,254	6,165,400
Multifamily housing construction	400	2,621	85,482	715,581

Source: U S Census Bureau, http://factfinder.census.gov/servlet/IQRTable?_ts=20619526340

The Chicago Region Econometric Input/Output Model (CREIM) produced by the University of Chicago at Urbana-Champaign[7] provides information on employment by sector. This report projects an overall annual growth in employment of 1.3% between 1997 and 2022, compared to an annual population growth of 0.5% during the same period. Industrial income is projected to rise by 1.5% annually, as is personal income. The following table provides additional details of where this growth is expected to occur between 2000 and 2022, but, it should be noted, does not include all of the counties we have identified for the Chicago Market Area.

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[7] Geoffrey J. D. Hewings, e-mail hewings@uiuc.edu, http://www.uiuc.edu

Table 3
Forecast Employment Growth, Chicago Market Area, 2000-2022

Sector	**Employment (000's) 2000**	**Forecast Employment (000's) 2022**	**Growth (000's)**
Resources	44.8	69.2	24.4
Construction	226.9	262.4	35.5
Manufacturing: non-durable	312.1	366.8	54.7
Manufacturing: durable	385.3	318.9	-66.4
Transportation, Communication, Utility	274.8	331.2	56.4
Trade (Wholesale and Retail)	777.8	801.4	23.6
Finance, Insurance and Real Estates	495.3	619.8	124.5
Services	1,812.9	2,389.5	576.6
Government	87.4	122.2	34.8
Total	**4,417.3**	**5,281.4**	**864.1**

Source: Projection Summary of 1999 CREIM, http://www.uiuc.edu/unit/real

This chart shows that the largest sector in terms of employment and employment growth is services, which includes schools, hospitals and medical services, restaurants and hotels. Construction ranks 7 out of the 9 sectors, with employment expected to grow by approximately 15%, or 35,500 jobs. Manufacturing of durable goods is expected to see significant job losses.

Within the sectors outlined in the above table, the report identifies the top and bottom five specific sectors. The top five sectors are: security and commodity broker; instruments & related products; transportation equipment; electronic & electric equipment; and business, engineering management service. The bottom five sectors are: electric, gas, sanitary services; primary metals industries; fabricated metals industries; railroad transportation and transportation service; and stone, gray and glass products.

Another source provides information on the main sectors of employment in the Chicago Market Area by county as shown below:

Table 4
Largest Industries in the Chicago Market Area, 1999

County	Largest industries in 1999 based on earnings
Cook	Services, Finance, Insurance, Real Estate, State and Local Government
DeKalb	State and Local Government, Durable Goods Manufacturing and Services
DuPage	Services, Wholesale Trade, Retail Trade
Grundy	Transportation and Public Utilities, Services, Non-durable Goods Manufacturing
Kane	Services, Durable Goods Manufacturing, State and Local Government
Kendall	Durable Goods Manufacturing, State and Local Government, Services
Lake	Services, Non-durable Goods Manufacturing, Wholesale Trade
McHenry	Durable Goods Manufacturing, Services, Construction
Will	Services, State and Local Government, Construction

Source: Regional Economic Information System Bureau of Economic Analysis, U.S. Department of Commerce, May 2001-09-28.
Source: http://www.bea.doc.gov/bea/regional/bearfacts/bf10/17/b1017063.htm

Because manufacturing makes up a large component of the economy for DeKalb, Grundy, Kane, Kendall, Lake and McHenry Counties, it is expected that these counties will undergo the highest rates of decline due to the current economic state. In addition, the events of September 11th, 2001 will have a direct impact on some of these employers; particularly those in the insurance and airlines business.

The employers in the Chicago Market Area with 2,000 or more employees are shown below, along with their major product or service.

Table 5
Largest Employers in the Chicago Market Area, 2000

Employer	County	Product/Service	Number of Employees
U.S. Government	Cook	Federal government	78,000
Chicago Public School District #29	Cook	Public school district	44,798
City of Chicago	Cook	City government	41,811
County of Cook	Cook	County government	27,081
U.S. Dept. of the Navy	Lake	Military installation	25,000
U.S. Postal Service	Cook	Mail and parcel delivery	24,800
United Airlines	Cook	Air passenger service	22,900
CAN Insurance	Cook	Insurance carrier	22,900
State of Illinois	Cook	State government	20,485
Jewel/Osco	Cook	Retail grocery & pharmacies	17,379
Abbott Laboratories	Lake	Pharmaceuticals	15,300
University of Chicago	Cook	Private university	12,965
American Airlines	Cook	Air passenger service	12,670

Employer	County	Product/Service	Number of Employees
University of Illinois at Chicago	Cook	Public university	12,670
SBC/Ameritech	Cook	Telecommunications	12,605
Lucent Technologies	DuPage	Internetworking products and services	12,500
Hollinger International Inc	Cook	Publishing and printing	12,000
Northwestern University	Cook	Private university	11,729
Hewitt Laboratories	Lake	Employee benefits/compensation consulting	5,570
Motorola, Inc	Lake	Telecommunication equipment	5,000
Edward Hospital	DuPage	Health care	5,000
Argonne National Laboratory	DuPage	Research and testing lab	4,200
U.S. Postal Service	DuPage	Mail and parcel delivery	4,000
Jewel/Osco Stores	DuPage	Retail grocer, drug store	4,000
Dial Corporation	Kendall	Soap & other detergents	3,716
Kemper Insurance Cos.	Lake	Insurance carrier	3,700
Northern Illinois University	DeKalb	Public university	3,530
Baxter Healthcare, Inc	Lake	Medical equipment & supplies	3,470
County of DuPage	DuPage	County government	3,333
Caterpillar, Inc.	Kane	Construction machinery	3,300
United Parcel Service	DuPage	Parcel shipping & delivery	3,200
Six Flags Great America	Lake	Amusement park	3,190
NICOR Gas Co.	DuPage	Natural gas utility	2,969
Allegiance Corp.	Lake	Healthcare products	2,900
County of Lake	Lake	County government	2,700
Elmhurst Hospital	DuPage	Health care	2,700
Hinsdale Hospital	DuPage	Health care	2,500
Provena St. Joseph Medical Center	Will	Health care	2,467
Central DuPage Hospital	DuPage	Health care	2,400
Good Samaritan Hospital	DuPage	Health care	2,400
Mcmaster-Carr Supply Co.	DuPage	Industrial supplies	2,400
Manpower, Inc.	Lake	Temporary & permanent staffing agency	2,300
Fermi National Laboratory	DuPage	Physics research lab	2,300
Dominick's	DuPage	Retail grocer	2,300
NICOR Gas	Will	Natural gas distribution	2,200
Fermilab	Kane	Testing laboratories	2,200
Centegra Health Center	McHenry	Health care	2,048
College of Lake County	Lake	Community college	2,023
Caterpillar, Inc.	Will	Farm & construction machinery	2,000
Tellabs, Inc	Will	Telecommunication equipment	2,000

Sources: Dun & Bradstreet Inc. 2001; Crain's Chicago Business, 2001, http://www.nibidc.com/companies/cook.htm
DeKalb County Economic Development Corp., 2000, http://www.nibidc.com/companies/dekalb.htm
DuPage County Department of Development & Environmental Concerns, 2000, http://dupageco.org/economicdevelopment/dupage.htm
Dun & Bradstreet, http://www.nibidc.com/companies/grundy.htm
Dun & Bradstreet Inc., 2001, http://www.nibidc.com/companies/kane.htm
Dun & Bradstreet Inc., 2001, http://www.nibidic.com/companies/kendall.htm
Lake County Partners, 2000, http://www.nibidc.com/companies/lake.htm
McHenry County Economic Development Corp., 2001, http://www.nibidic.com/companies/mchenry.htm
Joliet/Will County Center for Economic Development, 2001, http://www.nibidic.com/companies/will.htm

Of this list, it is interesting to note that the top 15 employers in both Cook County and DuPage County have over 2,000 employees, and 11 of the top 15 employers in Lake County have over 2,000 employees. These three counties also have the highest number of individuals in the labour force.

We are also providing the list of top employers in each county in the tables below.

The top 15 employers and type of product or service provided in Cook County are:

Table 6
15 Largest Employers, Cook County, 2000

Employer	Product/Service	Number of Employees
U.S. Government	Federal government	78,000
Chicago Public School District #29	Public schools	44,798
City of Chicago	City government	41,811
County of Cook	County government	27,081
U.S. Postal Service	Mail and parcel delivery	24,800
United Airlines	Air Passenger service	22,900
CAN Insurance	Insurance carrier	22,900
State of Illinois	State government	20,485
Jewel/Osco	Retail grocery & pharmacies	17,379
University of Chicago	Private university	12,965
American Airlines	Air passenger service	12,670
University of Illinois at Chicago	Public university	12,670
SBC/Ameritech	Telecommunications	12,605
Hollinger International Inc	Publishing and printing	12,000
Northwestern University	Private university	11,729

Source: Dun & Bradstreet Inc. 2001; Crain's Chicago Business, 2001
Source: http://www.nibidc.com/companies/cook.htm

The top 15 employers in DeKalb County are listed below.

Table 7
15 Largest Employers, DeKalb County, 2000

Company Name	Product/Service	No. Of Employees
Northern Illinois University	Public university	3,530
AG Communications System Corp.	Telecommunications equipment	700
Kishwaukee Community Hospital	Health care	700
DeKalb C.U.S.D. # 428	Public school	510
Wal-mart Superstore	General merchandise store	475
Ideal Industries	Electrical tools, wire connectors	450
County of DeKalb	County government	400
Sandwich C.U.S.D. # 430	Public school	400
Alloyd Co. Inc.	Blister & bubble packaging	380
Sycamore C.U.S.D.	Public schools	380
Monoa Wire Corp.	Electrical components, wire harnesses	342
Caterpillar Agricultural Products	Tractors, farm	313
Jewel/Osco Stores	Retail grocer, drug store	260
3M Products	Distribution center	250
CTS Corporation	Quartz crystals for electronic application	250

Source: DeKalb County Economic Development Corp., 2000
Source: http://www.nibidc.com/companies/dekalb.htm

The top 15 employers for DuPage County are listed below.

Table 8
15 Largest Employers, DuPage County, 2000

Company Name	Product/Service	No. of Employees
Lucent Technologies	Internetworking products and services	12,500
Edward Hospital	Health care	5,000
Argonne National Laboratory	Research and testing lab	4,200
U.S. Postal Service	Mail and parcel delivery	4,000
Jewel/Osco Stores	Retail grocer, drug store	4,000
County of DuPage	County government	3,333
United Parcel Service	Parcel shipping & delivery	3,200
NICOR Gas Co.	Natural gas utility	2,969
Elmhurst Hospital	Health care	2,700
Hinsdale Hospital	Health care	2,500
Central DuPage Hospital	Health care	2,400
Good Samaritan Hospital	Health care	2,400
Mcmaster-Carr Supply Co.	Industrial supplies	2,400

Company Name	Product/Service	No. of Employees
Fermi National Laboratory	Physics research lab	2,300
Dominick's	Retail grocer	2,300

Source: DuPage County Department of Development & Environmental Concerns, 2000
Source: http://dupageco.org/economicdevelopment/dupage

The top 15 employers in Grundy County are listed below

Table 9
15 Largest Employers, Grundy County, 2000

Company Name	Product/Service	No. of Employees
Caterpillar Inc	Construction machinery	1,800
Minook C.U.S.D. # 201	Public schools	1,490
Burns International	Power plant construction	750
Equistar	Industrial organic chemicals	700
Morris Hospital	Health care	500
ComEd (Morris Station)	Electrical power generation	300
Coal City C.U.S.D. # 1	Public school	259
Wal-mart Store #844	General merchandise store	206
Smurfit Stone Corp.	Corrugated boxes	200
County of Grundy	County government	150
Akzo Chemicals America	Industrial organic chemicals	150
A&R Transport, Inc	Contract haulers	150
Jemco Engineering	Electrical lamps	120
Sponge Cushion, Inc.	Sponge rubber products	105
Regional Office of Education	Public school administration	103

Source: Dun & Bradstreet
Source: http://www.nibidc.com/companies/grundy.htm

The top 15 employers in Kane County are listed below

Table 10
15 Largest Employers, Kane County, 2000

Company Name	Product/Service	No. of Employees
Caterpillar, Inc.	Construction machinery	3,300
Fermilab	Testing laboratories	2,200
Hollywood Casino	Gambling establishment	1,700
Grand Victor Casino	Gambling establishment	1,500
Sherman Hospital	Health care	1,300
Elgin Mental Health Center	Mental health care	1,250
System Sensor	Smoke detectors	1,000
Dreyer Clinic, Inc	Physician clinic	1,000

Company Name	Product/Service	No. of Employees
Elgin Community College	Community college	950
Delnor-Community Health System	Health care	900
Provena-St. Joseph Hospital	Health care	900
Provena Mercy Medical Center	Health care	880
Wauboness Community College	Community college	850
Hoffer Plastics Corp.	Injection molded plastics	620
Dukane Corp.	Communications equipment	560

Source: Dun & Bradstreet Inc., 2001
Source: http://www.nibidc.com/companies/kane.htm

The top 15 employers in Kendall County are listed below

Table 11
15 Largest Employers, Kendall County, 2000

Company Name	Product/Service	No. of Employees
Dial Corporation	Soap & other detergents	3,716
A.C. Nielson Company	Computer software development	900
Wal-mart Store Superstore	Department store, discount	450
Amurol Confections Company	Chewing gum	300
Plano Custom Molding & Engraving	Boxes, plastics	300
Processed Plastics Company	Games, toys and children's vehicles	225
DG Construction Enterprises	Nonresidential construction	220
KPI Food Service Co.	Packaged frozen food	200
Jewel Food Store Inc	Retail grocery	195
Aurora	Copper foundries	170
County of Kendall	County government	160
General American Door Co.	Metal overhead doors	160
F.E. Wheaton & Co. Inc	Millworking	155
Fox Valley Molding, Inc	Injection molded plastic products	155
Menard's Distribution Center	Warehouse & distribution	150
U.S. Diamonds (Radiac Abrasives)	Grinding wheels	150

Source: Dun & Bradstreet Inc., 2001
Source: http://www.nibidic.com/companies/kendall.htm

The top 15 employers in Lake County are listed below

Table 12
15 Largest Employers, Lake County, 2000

Company Name	Product/Service	No. of Employees
U.S. Dept. of the Navy	Military Installation	25,000
Abbott Laboratories	Pharmaceuticals	15,300
Hewitt Laboratories	Employee benefits/compensation consulting	5,570
Motorola, Inc	Telecommunication equipment	5,000
Kemper Insurance Cos.	Insurance carrier	3,700
Baxter Healthcare, Inc	Medical equipment & supplies	3,470
Six Flags Great America	Amusement part	3,190
Allegiance Corp.	Healthcare products	2,900
County of Lake	County government	2,700
Manpower, Inc.	Temporary & permanent staffing agency	2,300
College of Lake County	Community college	2,023
St. Theresa Medical Center	Health care	1,934
Walgreen Co.	Retail drug store	1,800
Zebra Technologies Corp.	Bar coding equipment	1,700
Cherry Corp.	Automotive products	1,550

Source: Lake County Partners, 2000
Source: http://www.nibidc.com/companies/lake.htm

The top 15 employers in McHenry County are listed below

Table 13
15 Largest Employers, McHenry County, 2000

Company Name	Product/Service	No. of Employees
Centegra Health Center	Health care	2,048
Precision Twist Drill	Twist drills	1,115
Motorola, Inc	Communication equipment	1,000
County of McHenry	County government	1,000
Intermatic, Inc.	Timing devices	972
Brake Parts, Inc	Automotive brake components	800
Sage Products, Inc	Medical instruments	760
Brown Printing	Commercial printing	670
Arnold Engineering	Magnetic materials	650
Pioneer Center	Packing & assembly	600
Follett Library/Software	Book jobber & education software	579
Knack Manufacturing	Storage equipment	570

Company Name	Product/Service	No. of Employees
McHenry County College	Community college	557
Nissan Forklift	Electrical Industrial forklift trucks	530
D.B. Hess Co.	Commercial printing	510

Source: McHenry County Economic Development Corp., 2001
Source: http://www.nibidic.com/companies/mchenry.htm

The top 15 employers in Will County are listed below.

Table 14
15 Largest Employers, Will County, 2000

Company Name	Product/Service	No. of Employees
Provena St. Joseph Medical Center	Health care	2,467
NICOR Gas	Natural gas distribution	2,200
Caterpillar, Inc.	Farm & construction machinery	2,000
Tellabs, Inc	Telecommunication equipment	2,000
County of Will	County government	1,735
Empress Casino Joliet Corp.	Casino & hotel	1,675
Harrah's Joliet Casino Corp.	Casino & hotel	1,575
Valley View C.U.S.D. # 365	Public school	1,457
Silver Cross Hospital	Health care	1,200
Plainfield C.U.S.D.	Public school	1,050
Illinois Dept. of Corrections	State correctional facility	945
Jewel/Osco Stores	Retail grocer	900
Joliet C.U.S.D. # 86	Public school	884
ComEd (Braceville Station)	Electrical power generation	843
City of Joliet	City government	840

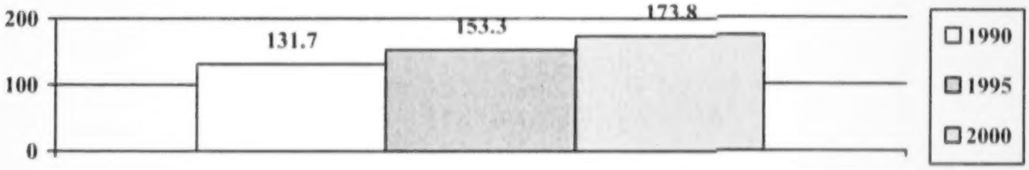
Source: Joliet/Will County Center for Economic Development, 2001
Source: http://www.nibidic.com/companies/will.htm

2.4 *COST OF LIVING*

The change in the cost of living over the past 10 years for the Chicago Market Area is shown below. The Consumer Price Index rose by 16.4% between 1990 to 1995, and by 13.4% between 1995 and 2000.

Figure 34

Consumer Price Index, Chicago Market Area, 1990, 1995 and 2000



Source: Bureau of Labour Statistics, U.S. Department of Labour
Source: http://www.nipc.cog.il.us/cpi-chgo.htm

2.5 *STRENGTHS AND WEAKNESSES OF THE LOCAL ECONOMY*

As previously discussed, durable goods manufacturers are expected to decline over the next few years, but non-durable goods manufacturers are expected to continue to show growth. The strengths and weaknesses of the local economy in the Chicago Market Area are as follows:

Table 15
Fastest and Slowest Growing Sectors, Chicago Market Area, 1989-1999

County	Fastest Growing Sectors 1989-1999	Slowest Growing Sectors 1989-1999
Cook	Finance, Insurance, Real Estate	Wholesale Trade
DeKalb	Services	Retail Trade
DuPage	Finance, Insurance, Real Estate	Construction
Grundy	Services	Transportation and Public Utilities
Kane	Services	Retail Trade
Kendall	Non-durable Goods Manufacturing	Durable Goods Manufacturing
Lake	Finance, Insurance, Real Estate	Military
McHenry	Wholesale Trade	Non-durable Goods Manufacturing
Will	Wholesale Trade	Durable Goods Manufacturing

Source: Regional Economic Information System Bureau of Economic Analysis, U.S. Department of Commerce, May 2001-09-28.
Source: http://www.bea.doc.gov/bea/regional/bearfacts/bf10/17/b1017063.htm

When the above list is compared to the list of top employers for each county, only a few of the firms ranked in the "slowest growing sectors" appear: U.S. Department of the Navy in Lake (25,000 employees); Caterpillar in Will (2,000 employees), Tellabs Inc. in Will (2,000 employees) and Precision Twist Drill in McHenry (1,115 employees). The events of September 11th, 2001 will likely have an impact upon the slowdown seen in the military sector, but the effect of the increased military action will not be known for some time. In addition, although Finance, Insurance and Real Estate was noted as one of the faster growing sectors for three counties, the losses experienced September 11th, 2001 will impact these firms as well.

3.0 HOUSING TRENDS

3.1 *Size and Growth of Housing Stock*

The current housing stock in the Chicago Market Area is comprised of the following housing unit types:

Table 16
Current Housing Stock, Chicago Market Area, June 2000

County	Single Units	Two Units	3-50 Units	50+ Units	Other	Total
Cook	828,584	336,257	613,009	167,333	34,902	1,980,085
DeKalb	19,993	2,651	7,034	939	1,517	32,134
DuPage	211,549	34,142	66,965	13,713	2,106	328,475
Grundy	10,631	869	1,440	210	1,286	14,436
Kane	98,024	14,654	18,757	2,569	1,981	135,985
Kendall	16,292	890	1,777	106	78	19,143
Lake	153,640	24,781	32,736	2,612	5,621	219,390
McHenry	74,426	6,672	8,628	137	1,357	91,220
Will	135,462	13,939	14,095	2,630	4,566	170,692
Total	**1,548,601**	**434,855**	**764,394**	**190,249**	**53,414**	**2,991,560**

Source: EASI Demographics Inc., 2001

The number of privately owned residential building permits issued, the number of units and construction costs for 2000 are shown below.

Table 17
Building Permits Issued, Chicago Market Area, 2000

County	Unit Type	Number of Buildings	Number of Units	Construction Cost
Cook	Single Family	5,369	5,369	950,770,968
	2 Family	92	184	17,174,513
	3 & 4 Family	350	1,144	88,564,692
	5 + Family	242	5,180	343,790,447
	Total	6,053	11,877	1,400,300,620
DeKalb	Single Family	319	319	45,857,022
	2 Family	43	86	5,641,961
	3 & 4 Family	1	4	187,056
	5 + Family	18	167	8,551,000
	Total	381	576	60,237,039
DuPage	Single Family	3,292	3,292	647,532,631
	2 Family	2	4	524,000
	3 & 4 Family	6	24	2,632,742
	5 + Family	31	611	43,364,129

County	Unit Type	Number of Buildings	Number of Units	Construction Cost
	Total	3,331	3,931	694,053,502
Grundy	Single Family	170	170	26,247,764
	2 Family	17	34	3,132,000
	3 & 4 Family	4	14	1,115,000
	5 + Family	1	9	360,000
	Total	192	227	30,854,764
Kane	Single Family	4,351	4,351	741,619,147
	2 Family	7	14	1,478,000
	3 & 4 Family	44	166	16,715,946
	5 + Family	114	1,253	88,072,041
	Total	4,516	5,784	847,885,134
Kendall	Single Family	767	767	107,429,500
	2 Family	34	68	4,589,000
	3 & 4 Family	4	16	700,000
	5 + Family	2	12	972,000
	Total	807	863	113,690,500
Lake	Single Family	3,168	3,168	584,897,534
	2 Family	11	22	1,092,099
	3 & 4 Family	27	99	8,671,549
	5 + Family	56	845	43,790,438
	Total	3,262	4,134	638,451,620
McHenry	Single Family	3,269	3,269	454,189,238
	2 Family	12	24	2,561,550
	3 & 4 Family	15	56	5,047,093
	5 + Family	16	173	11,632,105
	Total	3,312	3,522	473,429,986
Will	Single Family	6,478	6,478	800,813,323
	2 Family	12	24	1,956,616
	3 & 4 Family	13	45	4,007,522
	5 + Family	45	612	31,536,682
	Total	6,548	7,159	838,314,143
Total	Single Family	27,183	27,183	4,359,357,127
	2 Family	230	460	38,149,739
	3 & 4 Family	464	1,568	127,641,600
	5 + Family	525	8,862	572,068,842
	Total	28,402	38,073	5,097,217,308

Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

Single-family homes are prevalent throughout the Chicago Market Area. Semi-detached and multi-unit buildings are found to a lesser extent, with the majority being built in Cook County.

Table 18
Building Permits Issued by Dwelling Types by County, Chicago Market Area, 2000

County	Unit Type	% of County Total Built	% of Market Area Total Built by Unit Type
Cook	Single Family	45.2	19.8
	2 Family	1.5	40.0
	3 & 4 Family	9.6	73.0
	5 + Family	43.6	58.5
	Total	**100.0**	**31.2**
DeKalb	Single Family	55.4	1.2
	2 Family	14.9	18.7
	3 & 4 Family	0.7	0.3
	5 + Family	29.0	1.9
	Total	**100.0**	**1.5**
DuPage	Single Family	83.7	12.1
	2 Family	0.1	0.9
	3 & 4 Family	0.6	1.5
	5 + Family	15.5	6.9
	Total	**100.0**	**10.3**
Grundy	Single Family	74.9	0.6
	2 Family	15.0	7.4
	3 & 4 Family	6.2	0.9
	5 + Family	4.0	0.1
	Total	**100.0**	**0.6**
Kane	Single Family	75.2	16.0
	2 Family	0.2	3.0
	3 & 4 Family	2.9	10.6
	5 + Family	21.7	14.1
	Total	**100.0**	**15.2**
Kendall	Single Family	88.9	2.8
	2 Family	7.9	14.8
	3 & 4 Family	1.9	1.0
	5 + Family	1.4	0.1
	Total	**100.0**	**2.3**
Lake	Single Family	76.6	11.7
	2 Family	0.5	4.8
	3 & 4 Family	2.4	6.3
	5 + Family	20.4	9.5
	Total	**100.0**	**10.9**

County	Unit Type	% of County Total Built	% of Market Area Total Built by Unit Type
McHenry	Single Family	92.8	12.0
	2 Family	0.7	5.2
	3 & 4 Family	1.6	3.6
	5 + Family	4.9	2.0
	Total	**100.0**	**9.3**
Will	Single Family	90.5	23.8
	2 Family	0.3	5.2
	3 & 4 Family	0.6	2.9
	5 + Family	8.5	6.9
	Total	**100.0**	**18.8**
Total	Single Family	71.4	100.0
	2 Family	1.2	100.0
	3 & 4 Family	4.1	100.0
	5 + Family	23.3	100.0
	Total	**100.0**	**100.0**

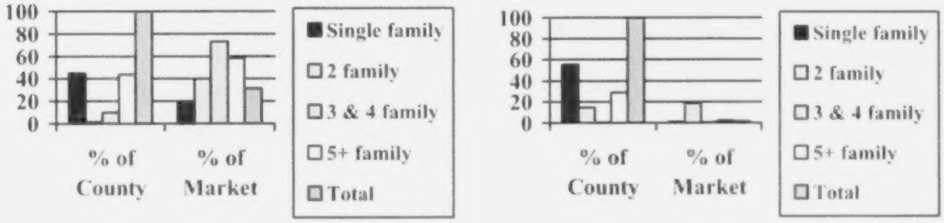
Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

As expected, Cook County had the largest share of housing building permits issued in 2000 (31.2%), followed by Will County (18.8%), Kane County (15.2%), and Lake County (10.89%). However, Will County had the largest share of single family housing building permits issued (23.8%), followed by Cook County (19.8%). The majority of 2 family structure (semi-detached) building permits were issued for Cook County (40.0%), but a significant number of permits were also issued for this housing form in DeKalb County (18.7%) and Kendall County (14.8%). The permits issued for 3 & 4 family homes would typically be for tri-plex or quad-plex units, with construction being most common in Cook County (73.0%), but also in Kane County (10.6%). Building permits issued for 5+ family homes, which would include apartments and condominiums, were primarily issued in Cook County (58.5%) and Kane County (14.1%).

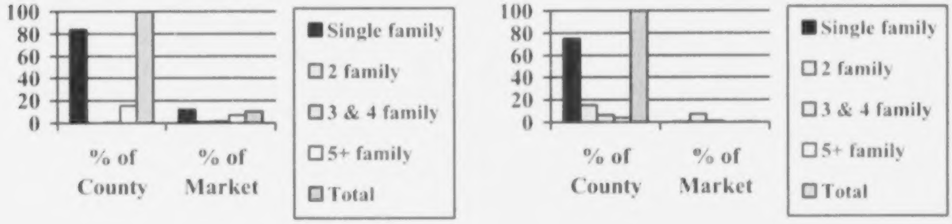
The percentage of units built by housing type in 2000 by county is shown below. The figure for % of Market shows the percentage of units of that housing type built in the county compared to the total Chicago Market Area. For example, 19.8% of the total single family homes were built in Cook County in 2000, compared to 40% of the 2 family homes (semi-detached).

Figure 35
Percentage of Units Built by Housing Type in 2000 by County

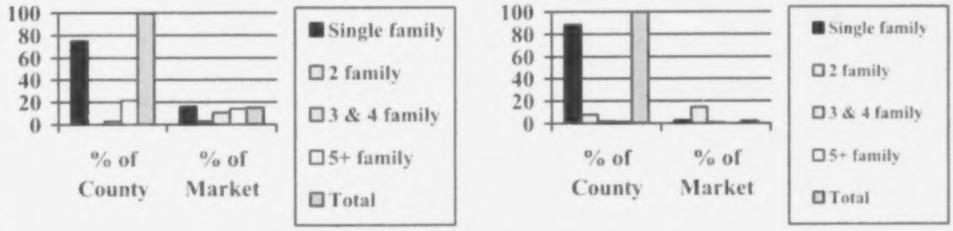
Cook County DeKalb County

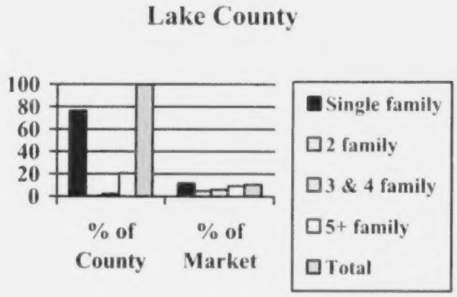


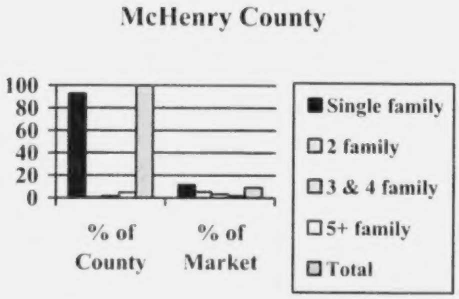
DuPage County Grundy County

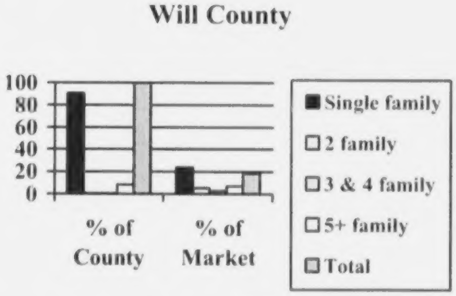


Kane County Kendall County









Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

The change in the average cost of building permits issued per unit by unit type for 1999 and 2000 by county for housing types showing significant increases/decreases is shown below.

Table 19
Change in Building Permits Issued Cost/Unit, Chicago Market Area, 1999-2000

County	Unit Type	1999 Cost/Unit	2000 Cost/Unit	% Change
Cook	Single Family	168,654	177,085	5.0
	2 Family	117,598	93,340	-20.6
	3 & 4 Family	98,711	77,417	-21.6
	5 + Family	83,058	66,369	-20.1
	Total	**124,073**	**117,900**	**-5.0**
DeKalb	Single Family	123,913	143,752	16.0
	2 Family	89,000	65,604	-26.3
	3 & 4 Family	75,000	46,764	-37.6
	5 + Family	44,432	51,204	15.2
	Total	**97,668**	**104,578**	**7.1**

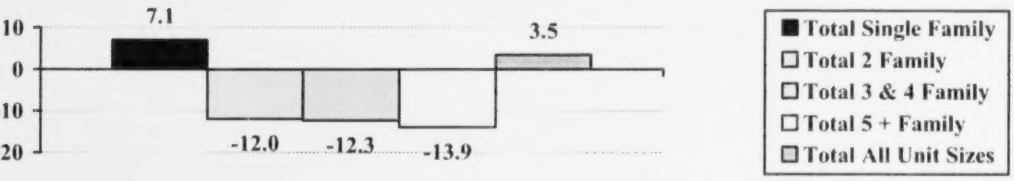
County	Unit Type	1999 Cost/Unit	2000 Cost/Unit	% Change
DuPage	Single Family	178,668	196,699	10.1
	2 Family	88,470	131,000	48.1
	3 & 4 Family	93,402	109,698	17.4
	5 + Family	55,481	70,972	27.9
	Total	**154,861**	**176,559**	**14.0**
Grundy	Single Family	143,814	154,399	7.4
	2 Family	93,406	92,118	-1.4
	3 & 4 Family	60,714	79,643	31.2
	5 + Family	27,143	40,000	47.4
	Total	**126,104**	**135,924**	**7.8**
Kane	Single Family	151,473	170,448	12.5
	2 Family	94,352	105,571	11.9
	3 & 4 Family	78,453	100,698	28.4
	5 + Family	66,773	70,289	5.3
	Total	**129,846**	**146,591**	**12.9**
Kendall	Single Family	137,501	140,065	1.9
	2 Family	71,059	67,485	-5.0
	3 & 4 Family	36,115	43,750	21.1
	5 + Family	72,059	81,000	12.4
	Total	**124,992**	**131,739**	**5.4**
Lake	Single Family	170,404	184,627	8.3
	2 Family	120,337	49,641	-58.7
	3 & 4 Family	93,276	87,591	-6.1
	5 + Family	78,683	51,823	-34.1
	Total	**148,466**	**154,439**	**4.0**
McHenry	Single Family	138,020	138,938	0.7
	2 Family	67,346	106,731	58.5
	3 & 4 Family	102,189	90,127	-11.8
	5 + Family	70,120	67,238	-4.1
	Total	**123,311**	**134,421**	**9.0**
Will	Single Family	116,391	123,620	6.2
	2 Family	82,849	81,526	-1.6
	3 & 4 Family	79,959	89,056	11.4
	5 + Family	51,979	51,531	-0.9
	Total	**114,193**	**117,099**	**2.5**
Total	Single Family	149,716	160,371	7.1
	2 Family	94,257	82,934	-12.0
	3 & 4 Family	92,841	81,404	-12.3
	5 + Family	74,987	64,553	-13.9
	Total	**129,371**	**133,880**	**3.5**

Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

The chart below shows the change in the value of building permits issued for the Chicago Market Area for different home types.

Figure 36

% Change in Average Cost of Building Permits Issued per Unit by Unit Type Between 1999 and 2000, Chicago Market Area



Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

Overall, the value of building permits increased by 3.5% between 1999 and 2000. However, a significant decrease in the value of building permits issued for multi-family homes was seen over the period.

The value of building permits issued for 2 family housing declined by 12.0% overall, with significant declines seen in Lake County (down 58.7%), DeKalb County (down 26.3%) and Cook County (down 20.6%). However, 2 family homes saw increases in the value of building permits issued in McHenry County (up 58.5%) and DuPage County (up 48.1%).

The value of building permits issued for 3 & 4 family structures between 1999 and 2000 saw an overall decrease of 12.3%, while some counties (Grundy, Kane and Kendall) saw increases in the value of permits issued. For structures housing 5 or more families, the value of building permits issued declined by 13.9% overall, despite increases in DuPage and Grundy Counties.

3.2 VACANCY RATES OF RENTAL HOUSING

The actual vacancy rates for rental housing units in the Chicago Market Area are shown below:

Table 20
Vacancy Rates, Chicago Market Area, 1990 and 2000

County	Vacancy Rate 1990	Vacancy Rate 2000	Change in Vacancy Rates	Percentage of Rental Tenure
Cook	8.6	5.3	-3.3	42.1
DeKalb	3.6	3.8	+0.2	40.5
DuPage	7.9	4.8	-3.1	23.6
Grundy	4.4	5.7	+1.3	27.6
Kane	5.2	5.2	0.0	24.0
Kendall	3.4	6.0	2.6	15.9
Lake	6.0	5.0	-1.0	22.2
McHenry	3.7	4.0	+0.3	16.8
Will	7.6	7.0	-0.6	16.9
Average	**5.6**	**5.2**	**-0.4**	**25.5**

Source: U.S. Census Bureau, Census 2000
Source: U.S. Census Bureau, Census 1990
Source: http:/factfinder.census.gov

As shown above, rental vacancy rates have declined significantly in Cook and DuPage Counties. The decline in Cook County is especially significant, as the number of renters in this county is 42.1% of all households. The rental vacancy rate for DeKalb County has not changed significantly over the past 10 years.

3.3 RESALE HOUSING PRICES

Current resale housing prices for the Chicago Market Area are shown in the tables below.

Table 21
Resale Housing Prices, Chicago Market Area, Third Quarter, 1999-2000

COUNTY	Single Family Detached Q3/1999 Median Price ($)	Single Family Detached Q3/2000 Median Price ($)	% Change	Single Family Attached Q3/1999 Median Price ($)	Single Family Attached Q3/2000 Median Price ($)	% Change
Cook	135,000	138,000	2.22	175,000	200,500	14.57
DeKalb	165,496	172,000	3.93	111,000	118,500	6.76
DuPage	195,000	215,000	10.26	116,000	123,000	6.03
Grundy	129,000	125,750	-2.52	105,500	109,750	4.03
Kane	159,000	167,900	5.60	124,500	130,000	4.42
Kendall	151,000	167,500	10.93	117,000	125,000	6.84
Lake	204,300	213,000	4.26	137,000	143,000	4.38
McHenry	165,000	174,900	6.00	110,500	113,000	2.26
Will	157,900	161,500	2.28	105,000	112,000	6.67
Median for Market Area	**162,411**	**170,617**	**5.05**	**122,389**	**130,528**	**6.65**

Source: Chicago Association of Realtors, as published on www.chicagobusiness.com

Resale housing prices rose significantly between the third quarter of 1999 and the third quarter of 2000. The largest increases were in DuPage and Kendall Counties for detached houses, and in Cook County for attached (semi-detached) houses.

The median resale housing prices for the City of Chicago (Cook County) from 1993 to 2001 by housing type, show strong increases for both single family attached and detached homes.

Table 22
Median Resale Value, Chicago Market Area, 1993-2001

HOUSING TYPE	Q2/2001 Median Price ($)	Q2/2000 Median Price ($)	% Change	1993 Median Price ($)	1996 Median Price ($)	1999 Median Price ($)	% Change '93-'96	% Change '96-'99
Single Family Detached	155,000	135,000	14.81	109,000	120,000	136,000	9.17	11.76
Single Family Attached	227,000	199,000	14.07	109,500	128,750	177,500	14.95	27.46

Source: Chicago Association of Realtors, as published on www.chicagobusiness.com

APPENDIX TWO: PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES

1.0 PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES

The following list shows some of the projects that are in the planning or early development stages throughout the market area. This list is sorted by the name of the municipality where the development is located. Contact information for these builders is available in Appendix Three, Section 2.0.

Builder Name	Development Name	Location	Type of homes	Price Range
Pulte Homes	Creekside of Algonquin Glens	Algonguin	Single family, 4 bedrooms, 2,560-3329 square feet	$279,990-$339,990
Pulte Homes	Manchester Lakes Club Homes	Algonquin	Single family, 1,412-1,950 square feet, 2-3 bedrooms	$203,990-$222,990
Pulte Homes	Manchester Lakes Estate Homes	Algonquin	Single family, 1,970-2,544 square feet, 4 bedrooms	$224,990-$254,990
Pulte Homes	Creekside of Algonquin Villas Townhomes	Algonquin	Townhomes, 2-3 bedrooms	$189,990-$219,990
Ryland Homes	Windmill Creek	Antioch	Single family	Base price $164,990
Bigelow Homes	Home Town-Aurora	Aurora	Single family	$119,900-$151,960
Cambridge Homes	Countryside	Aurora	Single family	Base price $190,000
Cambridge Homes	Countryside Townhomes	Aurora	Townhomes	Base price $130,000
Glen Hill Development Corp.	Brentwood Estates	Aurora	Single family, 1,800-3,000 square feet	Base price $275,000
Micon Construction	Glenmoor Ridge	Aurora	Single family	$209,990-$257,990
Pulte Homes	Ashton Pointe	Aurora	Single family, maintenance free	$139,990-164,990
Pulte Homes	Country Club Village Townes	Aurora	Townhomes	$180,990-

Builder Name	Development Name	Location	Type of homes	Price Range
				$181,990
Ryland Homes	Amber Fields Estate Series	Aurora	Single family, 2,500-3,600 square feet	Base price $223,990
Ryland Homes	Abington Woods	Aurora	Townhomes	Base price $149,990
Ryland Homes	Amber Fields	Aurora	Townhomes	Base price $167,990
Liberty Craft Builders	Inverness Sanctuary II	Barrington	Single family custom built, gated community	Base price $399,000
Meadows of Blue Island	Fairways of Blue Island	Blue Island	Townhomes, 2-3 bedroom	Base price $144,9000
Lakewood Homes	Lakewood Ridge Classic	Bolingbrook	Single family	Base price $169,990
Lakewood Homes	Lakewood Ridge Executive	Bolingbrook	Single family	Base price $195,990
Ryland Homes	Somerfield	Bolingbrook	Single family	$189,990-$217,990
Insignia Homes	Forest Edge	Burr Ridge	Single family, 19 units	Base price $255,000
Cambridge Homes	Forest Glen Townhomes	Carol Stream	Townhomes-adult lifestyle community	$206,990-$270,990
Ryland Homes	Shenandoah Townhomes	Carpentersville	Townhomes	Base price $139,900
Belgravia Group	530 North Shore Drive Condominiums	Chicago	Condominiums	Base price $314,000
Belgravia Group	909 West Erie Condominiums	Chicago	Condominiums, 75-units, 14-storey tower	$244,900-$749,900
Belgravia Group	Berwyn Court of Budlong Woods Condominiums	Chicago	Condominiums-2-bedroom units, 956-1,030 square feet	$148,900-$175,900
Belgravia Group	Via Como Due Townhomes	Chicago	Townhomes, 34 units, 2-4 bedrooms, 2,299-2,989 square feet	$439,800-$615,800
Belgravia Group	Kensington Park Townhomes	Chicago	Townhomes-3-5 bedrooms, 2,700-4,000 square feet	$551,800-$804,800
Brinshore-Michaels Development	Robert Taylor Homes	Chicago	Redevelopment of Chicago Housing Authority property	Not available

Builder Name	Development Name	Location	Type of homes	Price Range
Burnside Homes	Belmont River Club	Chicago	Townhomes-2-3 bedrooms	Base price $315,000
Cardinal Homes	Cardinal Homes	Chicago	Single family	$220,000-$270,000
Eastlake Management and Development Corp.	Rockwell Gardens	Chicago	Redevelopment of Chicago Housing Authority property	Not available
Frankel & Giles	Burnham Plaza	Chicago	Condominiums, geared for single adults	$91,800-$236,800
Frankel & Giles	Dearborn Tower Luxury Residences	Chicago	Condominium-16 storeys	$269,800-$674,800
Frankel & Giles	888 South Michigan Avenue	Chicago	Condominiums, restoration and redevelopment	$219,888-$2,500,000
Frankel & Giles	212 East	Chicago	Condominiums, terraced	Base price $179,800
Linn-Mathes Inc.	North Town Village Phase I + II	Chicago	Rental apartments, condominium units and townhomes	Not available
Linn-Mathes Inc.	Heart's United Initiative Phase II	Chicago	Townhouses and six-flat multi-family buildings	Not available
Linn-Mathes Inc.	Promenade	Chicago	Condominium, 10 storeys	Not available
Linn-Mathes Inc.	Holland Home Apartments, Single Room Occupancy Conversion	Chicago	Conversion to 73-single room occupancy rental units	Not available
Linn-Mathes Inc.	Residences of 330 South Michigan Avenue	Chicago	Conversion of top six floors of space from office use to 78 residential condominiums	Not available
Realen Homes	Brentwood Lane	Chicago	Townhomes	Base price $200,000
Stateway Associates	Stateway Gardens	Chicago	Redevelopment of Chicago Housing Authority property	Not available
Thrush Investment Company and Granite Development	Auburn Lakes	Chicago	Affordable housing, 30 units	
Vilas Development Corporation	Michigan Avenue Lofts	Chicago	Condominiums, 20 storeys	Base price $200,000
Burnside Homes	Clarendon Commons	Clarendon Hills	Condominium flats-38 units	Base price $349,000

Builder Name	Development Name	Location	Type of homes	Price Range
Insignia Homes	Insignia Meadows	Cortland	Single family, 237 units, 3-4 bedrooms, 1,300-1,700 square feet	Not available
Lord & Essex Homes	Renwick Club	Crest Hill	Single family, semi-maintenance free	Base price $149,900
Lord & Essex Homes	Autumn Ridge Townhomes	Crest Hill	Townhomes, 82 units	Base price $139,700
Vilas Development Corporation	Villas of Crystal Woods	Crystal Lake	Townhomes, 2 bedroom, 52 units	Base price $173,900
Optima Inc.	Optima Views	Evanston	Condominium, 28 storeys	Not available
Cambridge Homes	Prairie View Estates	Geneva	Single family	Base price $300,000
John Hall Homes	Harbor Watch at the East Bank	Geneva	Condominium with private dock	$675,000-$1,150,000
Ryland Homes	Greenwich Square	Geneva	Single family	Base price $358,524
Ryland Homes	Greenwich Square Townhomes	Geneva	Townhomes	$154,990-$185,990
Sho-Deen Incorporated	River North Condominiums	Geneva	Condominiums	$200,000-$400,000
Sho-Deen Incorporated	Lakeside of Mill Creek	Geneva	Single family 2,160-3,940 square feet	$340,000-$425,875
Sho-Deen Incorporated	Somerset of Mill Creek	Geneva	Single family, 1,685-2,642 square feet, 3-4 bedrooms	$234,985-$273,640
Sho-Deen Incorporated	Village Homes Pinehurst of Mill Creek	Geneva	Single family, 2,301-3,358 square feet, 3-4 bedrooms	$265,585-$358,190
Sho-Deen Incorporated	Creekside of Mill Creek	Geneva	Single family, 2,372-3,560 square feet, 3-4 bedrooms	$312,615-$392,785
Sho-Deen Incorporated	Village Townhomes Pinehurst of Mill Creek	Geneva	Townhomes, 1,568-2,263 square feet, 2-3 bedrooms	Base price $200,000
Briody Enterprises	Willow Glen	Genoa	Single family and duplex	Base price $109,000
Ryland Homes	Timber Trails Courthomes	Gilberts	Courthomes	$137,990-$165,990
Ryland Homes	Timber Trails	Gilberts	Single family	$177,990-$241,990

Builder Name	Development Name	Location	Type of homes	Price Range
Ryland Homes	Timber Trails Estate Series	Gilberts	Single family, 2,500-3,600 square feet	Base price $232,990
Ryland Homes	Maple Hollow Luxury Townhomes	Glen Ellyn	Townhomes	$175,896-$192,990
Cambridge Homes	The Glen	Glenview	Single family and duplex	$400,000-$700,000
Cambridge Homes	The Glen Townhomes	Glenview	Townhomes	Base price $300,000
Insignia Homes	Insignia Preserve	Glenview	Townhomes (4 units) and duplex (28 units)	Townhomes Base price $400,000 Duplex Base price $440,000
Cambridge Homes	Carillon North	Grayslake	Adult lifestyle community	Base price $220,000
Cambridge Homes	Carillon North Townhomes	Grayslake	Townhomes-adult lifestyle community	Base price $160,000
Cambridge Homes	Timberwoods	Gurnee	Single family	Base price $310,000
North Shore Development (The Pickus Companies)	Delaware Place Condominiums	Gurnee	Condominiums	Base price $144,000
Ryland Homes	Union Square	Hainesville	Townhomes	$147,990-$171,990
Realen Homes	Summit	Hawthorn Woods	Single family, lot sizes ½-1 acre	$450,000-$600,000
Insignia Homes	Insignia Oaks	Highland Park	Single family, 2-5 bedrooms, ¼-1/2 acre lots	Base price $550,000
Briody Enterprises	Prairie View: Prairie View Lane and Meadow Land	Hinckley	Single family semi-custom homes	$178,000-$209,500
Ryland Homes	Canterbury Farms	Hoffman Estates	Single family	Base price $319,990
Ryland Homes	Canterbury Fields Townhomes	Hoffman Estates	Townhomes	Base price $230,990
Cambridge Homes	Southwind	Huntley	Single Family	Base price $160,000
Cambridge Homes	Southwind Townhomes	Huntley	Townhomes	Base price

Builder Name	Development Name	Location	Type of homes	Price Range
				$120,000
Burnside Homes	Lakemoor Farms	Lakemoor	Single family, duplex and courthomes	Base price $120,000
Zale Homes	Nature's Ridge	Lindenhurst	Single family	$229,900-$310,900
Cambridge Homes	Peach Creek	Lisle	Detached townhomes	Base price $200,000
Lord & Essex Homes	Parker Ridge	Lockport	Single family	Base price $145,990
Fountain Square Condominiums	Fountain Square Condominiums	Lombard	Condominiums, part of Shaw Company development, 1-3 bedroom units	Base price $226,000
Insignia Homes	Insignia Green	Long Grove	Single family, 3-6 bedrooms, ¼-1/2 acre lots	Base price $350,000
Brittany Builders Inc.	Bull Ridge Subdivision-Custom Design Homes	McHenry	Single family, 4 bedrooms	not available
Cambridge Homes	Olde Mill Ponds	McHenry	Single family	Base price $190,000
Burnside Homes	Burnside Station	Mokena	Townhomes-160 units	Base price $140,000
Lakewood Homes	Lakewood Creek Village Duplex	Montgomery	Duplex	$98,990-$126,990
Lakewood Homes	Lakewood Creek Executive	Montgomery	Single family	Base price $154,990
Lakewood Homes	Lakewood Creek Single Family	Montgomery	Single family	Base price $116,990
Insignia Homes	Insignia Ridge	Mundelein	Townhomes, 2-3 bedrooms	Base price $150,000
Anderson/Schoger	Anderson/Schoger, 103rd Street & 248th Avenue	Naperville	Single family, 110 units under staff review	Not available
Ashbury Final Phase	Ashbury Final Phase, 95th Street & Bennett Drive	Naperville	Single family, 46 units under staff review	Not available
Bristol Station	Bristol Station North Aurora Road & Fairway Drive	Naperville	Multi-family, 348 units, under construction	Not available
Kinloch	Kinloch, 95th Street & Naperville-Plainfield Road	Naperville	Single family, 144 units under staff review	Not available

Builder Name	Development Name	Location	Type of homes	Price Range
Naperville Station	Naperville Station Spring Avenue & Webster Street	Naperville	Townhomes, 57 units under construction	Not available
Penncross Knoll	Penncross Knoll, 95th Street & 248th Avenue	Naperville	Single family, 133 units under construction	Not available
Preserve at River Run	Preserve at River Run Naperville-Plainfield Road and 104th Street	Naperville	Apartment 206 units under construction	Not available
South Pointe	South Pointe Unit 2, Book Road & South High Meadow	Naperville	Single family, 146 units under construction	Not available
Tall Grass	Tall Grass Unit 6, Tall Grass & 103rd Street	Naperville	Single family, 168 units, under construction	Not available
Tall Grass	Tall Grass Unit 7, 103rd Street & Route 56	Naperville	Single family, 51 units under construction	Not available
Tamarack South	Tamarack South 111th Street & 248th Avenue	Naperville	Single family, 51 units under staff review	Not available
Timber Creek	Timber Creek 95th Street & Naperville-Plainfield Road	Naperville	Single family, 271 units under staff review	Not available
Timber Creek	Timber Creek 95th Street and Naperville-Plainfield Road	Naperville	Townhomes 61 units under staff review	Not available
Windridge	Windridge Unit 5 Route 59 & 87th Street	Naperville	Townhomes 129 units under construction	Not available
Cardinal Development	Deer Chase	Orland Park	Single family	Not available
Clearview Construction	Eagle Ridge Estates	Orland Park	Single family	Not available
Gallagher & Henry	Creekside 5	Orland Park	Single family	Not available
Gallagher & Henry Builders	Long Run Creek	Orland Park	Single family, townhomes, condominium	Not available
Gallagher & Henry/Orchard Hill Builders	Rolando-Ishnala #18	Orland Park	Single family	Not available
Gates Development	The Villas	Orland Park	Single family	Not available
Greene Development Group	Palos Golf & Saddle	Orland Park	Single family	Not available
Huguelet	Muirfield	Orland Park	Single family	Not available
Hyrn Development	Mallard Estates	Orland Park	Single family	Not available
Killarney	Spring Meadows	Orland Park	Single family	Not available

Builder Name	Development Name	Location	Type of homes	Price Range
Len Kamp & Sons Builders	Deer Pointe III	Orland Park	Single family	Not available
Mallow	Forest View Estates	Orland Park	Single family	Not available
Melka	Swallow Ridge	Orland Park	Single family	Not available
MGM Distinctive Centex	Marley Creek	Orland Park	Single family, townhomes, condominium	Not available
Novak	Evergreen Townhomes	Orland Park	Townhomes	Not available
Paramount Developers	Crossings at Brook Hills	Orland Park	Townhomes	Not available
Pickens Development	Meadowbrook	Orland Park	Single family	Not available
Plano Builders	Somerglen South	Orland Park	Single family	Not available
Ray Dignan Construction	Crystal on the Green	Orland Park	Single family	Not available
Scanlon Builders	Georgetown	Orland Park	Townhomes	Not available
Silo Ridge Inc.	Silo Ridge	Orland Park	Single family	Not available
Suburban Development Resources Ltd.	Arbor Pointe	Orland Park	Single family	Not available
Bigelow Homes	Home Town-Oswego	Oswego	Single family	$130,900-$250,000
Lord & Essex Homes	Townes of Ogden Falls	Oswego	Townhomes, maintenance-free, every unit is an end unit, single storey	Base price $139,700
Vilas Development Corporation	Deer Run Condos	Oswego	Condominiums	Base price $50,000
Lord & Essex Homes	Highlands at Ogden Falls	Owsego	Single family	Base price $182,500
Lakewood Homes	Pond Gate Farm Estate	Palatine	Single family, 28 units, 5 acre lots	Base price $525,000
Lakewood Homes	Savannah	Palatine	Single family, 44 units, 2 acre lots	Base price $460,000
AlanDale Homes	Kylyns Crossing	Plainfield	Single-family, semi-custom	Base price $170,900
AlanDale Homes	Kylyns Crossing West	Plainfield	Single-family, semi-custom	Base price $170,900
Cambridge Homes	Carillon Lakes	Plainfield	Adult lifestyle community	Base price $130,000
Cambridge Homes	Carillon Lakes Townhomes	Plainfield	Townhomes-adult lifestyle community	Base price $140,000
Lakewood Homes	Lakewood Falls Classic	Plainfield	Single family	Base price $130,990

Builder Name	Development Name	Location	Type of homes	Price Range
Lakewood Homes	Lakewood Falls Executive	Plainfield	Single family	Base price $164,990
Lakewood Homes	Lakewood Falls Townhomes and Duplexes	Plainfield	Townhomes and duplex	$119,990-$140,000
Pulte Homes	Auburn Lakes Single Family Homes	Plainfield	Single family	Base price $160,000
Pulte Homes	Townes of Auburn Lakes	Plainfield	Townhomes	$129,990-$154,990
Zale Homes	Sandringham	Rolling Meadows	Single family, 24 units	$430,900-$486,900
Bigelow Homes	Home Town-Romeoville	Romeoville	Single family, in planning stages	not available
Lakewood Homes	Grand Haven Single Family	Romeoville	Single family adult lifestyle	Base price $189,990
Lakewood Homes	Grand Haven Townhomes	Romeoville	Townhomes adult lifestyle	Base price $146,990
Ryland Homes	Thornwood Grove Townhomes	South Elgin	Townhomes	Base price $141,990
Cambridge Homes	View Pointe	St. Charles	Single family	Base price $300,000
John Hall Homes	Tradition/Woods of Crane Road Neighborhoods	St. Charles	Single family, 28 units	$475,000-$1,000,000
John Hall Homes	River's Edge	St. Charles	Single family, 81 units, ½-3/4 acre lots	$470,000-$850,000
O'Connor Homes	Crossings at Redgate	St. Charles	Single family	$365,000-$444,000
Pulte Homes	Sterling Oaks	Streamwood	Single family, 2,550-3,371 square feet, 4 bedrooms	$314,990-$364,990
Sho-Deen Incorporated	Townes of Prestbury	Sugar Grove	Townhomes	Base price $200,000
Briody Enterprises	Clover Ridge	Sycamore	Single family, in planning stages	Base price $125,500
Zale Homes	Inverness	Vernon Hills	Single family, 2,236-2,817 square feet, 3-5 bedrooms	$365,400-$402,600
Zale Homes	Bay Tree at Gregg's Landing	Vernon Hills	Townhomes	$250,900-$313,900

Builder Name	Development Name	Location	Type of homes	Price Range
Zale Homes	Saddlebrook at Gregg's Landing	Vernon Hills	Townhomes, 1,640-2,470 square feet, single level, 2-3 bedrooms	Base price $254,400
Cambridge Homes	The Fields Townhomes	Waukegan	Townhomes	$170,000-$200,000
Burnside Homes	River Mill Crossing	Wheeling	Condominiums, courtyard and luxury townhomes-180 units	Base price $180,000
Ryland Homes	Renaissance Station	Willow Springs	Townhomes	Base price $275,695

Source: iNest: Chicagoland Area New Home Builders, www.internest.com

APPENDIX THREE: KEY CONTACTS IN THE CHICAGO AREA

The following are key contacts to help penetrate the Chicago market area. These are organized as follows:

- Distributors, Manufacturer's Representatives, Product Dealers, Wholesalers
- Builders, Developers, Contractors and Owners
- Associations
- Websites

We have not provided contact information for architects in the Chicago area for this report. The American Institute of Architects has an Illinois Council with 3,300 members (architects and architectural interns). The Chicago Chapter reports 2,000 members. Contact information for the AIA Councils for the Chicago market area is provided below.

AIA Illinois and AIA Central Illinois Chapter
1 Old State Capitol Plaza North, Suite 300
Springfield, IL 62701-1323
Phone (217) 522-2309
Fax (217) 522-5370
Website www.aiail.org

AIA Chicago
1049 Merchandise Mart
Chicago, IL 60654
Phone (312) 670-7770
Fax (312) 670-2422

AIA Eastern Illinois
PO Box 663
Orland Park, IL 60462
Phone (312) 946-7148

AIA Northeast Illinois
412 Green Valley Drive
Naperville, IL 60540
Phone (708) 527-8550
Fax (708) 357-4818

AIA Northern Illinois
713 East State Street
Rockford, IL 61104
Phone (815) 962-3446

1.0 DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS

The information provided in the following contact lists was gathered from the following sources:

Source		**Website**
American Builders Network		www.americanbuilders.com
Associated Builders and Contractors Membership List		www.abc.org
Chicago Business		www.chicagobusiness.com
Contractors Association of Will and Grundy Counties		www.contractorswillgrundy.com
F.W. Dodge Market Analysis Group		www.fwdodge.com
Home Builders Association of Greater Chicago		www.hbagc.com
iNest: Chicagoland Area New Home Builders		www.internest.com
Lake County Contractors Association		www.lcca-il.org
Manufactured Housing Institute Membership		www.manufacturedhousing.org
National Building Materials Dealers Association (NBMDA)		www.nbmda.org
New Home Network		www.newhomenetwork.com
SmartPages Directory		www.smartpages.com
Super Pages Yellow Pages searches for:	• Flooring Materials • Floors Wood • Kitchen Cabinets & Equipment Household • Remodeling & Repairing Building Contractors • Siding Materials • Storm Doors & Windows • Tiles Flooring • Vinyl Floors	www.superpages.com
Yahoo! Yellow Pages searches for:	• Aluminum Siding • Building Center • Cedar Siding • Construction and Real Estate, Doors and Windows, Doors, Metal	http://yp.yahoo.com

Source		Website
	• Construction and Real Estate, Doors and Windows, Doors, Wholesalers • Construction and Real Estate, Doors and Windows, Doors, Wood • Construction and Real Estate, Doors and Windows, Windows, Wholesalers • Construction and Real Estate, Finishes, Flooring, Carpet, Supplies • Construction and Real Estate, Finishes, Flooring, Carpet, Wholesalers • Construction and Real Estate, Finishes, Tile, Manufacturers • Construction and Real Estate, General Contractors, Residential • Construction and Real Estate, Materials and Supplies, Linoleum Flooring • Construction and Real Estate, Thermal and Moisture Protection, Siding • General Contractors • Home and Garden, Construction Repair and Improvement, Lumber • Home Improvement Centers • Manufacturing & Industrial Supplies, Lumber and Wood Products, Cabinets • Manufacturing and Industrial Supplies, Apparel and Textiles, Textiles, Carpets and Rugs • Manufacturing and Industrial Supplies, Lumber and Wood Products, Windows and Doors • Real Estate, Home Builders • Siding Manufacturers • Steel Siding • Vinyl Siding	

1.1 CONTACT INFORMATION FOR LUMBER STORES AND HOME CENTRES

Company	**Address**	**City**	**State**	**Zip**	**Telephone**	**Fax**	**Contact/Email /Website**
Abbey Builders DIV of Midwest Millwork & Lumber Co 1	3005 West Irving Park Road	Chicago	IL	60618	(773) 275-8900		
ABC Home Remodeling Corporation	5934 West Addison Street	Chicago	IL	60634	(773) 736-1514		
ABC Remodeling Supply Co	5935 West Grand Avenue	Chicago	IL	60639	(773) 889-2424		
AC Brown Construction Company Inc.	861 West 86th Place	Chicago	IL	60620	(773) 846-3733		
Ace Hardware Corp.	2200 Kensington Court	Oak Brook	IL	60523	(630) 990-6600		David F. Hodnick, President & CEO, www.acehardware.com
Acme Lumber and Building Materials	7855 South Greenwood Avenue	Chicago	IL	60619	(773) 723-2276		
Aetna Plywood	1731 N Elston Ave	Chicago	IL	60622	(773) 276-7100		
Alexander Lumber Company	100 Barney Drive	Joliet	IL	60435	(815) 725-0030	(815) 725-8513	
Allied Building Product Corp	4161 South Morgan Street	Chicago	IL	60609	(773) 247-0055		
Argo Building Products Inc	4350 Oakton Street	Skokie	IL	60076	(847) 674-4930	(847) 674-4931	
Aurora Outlet Center	1500 East New York Street	Aurora	IL	60505	(630) 820-2000	(630) 898-6880	
Beatty Lumber Co	9537 South 52nd Avenue	Oak Lawn	IL	60453	(708) 422-0400		
Big Bay Lumber Co	1017 West Division Street	Chicago	IL	60622	(312) 642-8694		
Bison Lumber Co	6421 West 87th Street	Oak Lawn	IL	60453	(708) 430-3010		
Bloch Lumber Co	2 North Riverside Plaza	Chicago	IL	60606	(312) 466-4500		
Central Building Materials Inc	3303 South Central Avenue	Cicero	IL	60804	(708) 652-8800		
Central Building Materials Inc.	4301 South Pulaski Road	Chicago	IL	60632	(708) 652-8800		
Century Lumber Co.	2785 North Clybourn Avenue	Chicago	IL	60614	(773) 935-4700		
Chads Custom Carpentry	713 West 19th Street	Chicago	IL	60616	(312) 315-6155		
Chicago Builders Supply Inc	1651 North Elston Avenue	Chicago	IL	60622	(773) 395-3331		
Cicero Lumber	3455 South Cicero Avenue	Cicero	IL	60804	(708) 863-0100		
Coletta Elaine Wholesale Supply Co	7337 West Diversey Avenue	Elmwood Park	IL	60707	(708) 453-8994		
Concord Design Centre	9 Huntington Lane	Wheeling	IL	60090	(847) 808-1445		

Company	Address	City	State	Zip	Telephone	Fax	Contact/Email /Website
Consolidated Building Center Inc.	P O Box 109, Route 47 South	Forrest	IL	61741-0109	(815) 657-8903	(815) 657-8836	jeff@conbldctr.com
Construction Supply Co Inc	4834 West Division Street	Chicago	IL	60651	(773) 379-9000		
Crafty Beaver Home Center	3850 West Montrose Avenue	Chicago	IL	60618	(773) 478-5510		Tom LeKostha, Buyer, (847) 677-2106, www.craftybeaver.com
Crafty Beaver Home Center	4306 North Central Avenue	Chicago	IL	60634	(773) 725-4432		
Crafty Beaver Home Center	1522 West Lawrence Avenue	Chicago	IL	60640	(773) 271-2288		
Crafty Beaver Home Center	4810 Oakton Street	Skokie	IL	60077	(847) 677-2106		
Edison Lumber Co.	6959 North Milwaukee Avenue	Niles	IL	60714	(847) 647-8470		
Edward Hines Lumber Co	5401 North Wolcott Avenue	Chicago	IL	60640	(773) 989-9410		John Drake, Manager, Millwork, (847) 353-7700, www.hines.umber.com
Edward Hines Lumber Co	7820 Madison Street	River Forest	IL	60305	(708) 366-6200		
Etienne Designer Home Center	1937 Central Street	Evanston	IL	60201	(847) 475-2300		
Forest Lumber Co	17280 Cicero Avenue	Country Club Hills	IL	60478	(708) 799-8240		
Fox Homecenter Inc	11150 South Cicero Avenue	Alsip	IL	60803	(708) 636-3500		
Galaxie Lumber & Construction	8237 South State Street	Chicago	IL	60619	(773) 783-8300		
Harry's Lumber Co.	6220 North Northwest Highway	Chicago	IL	60631	(773) 631-6568		
Hart Remodeling & Home Improvement	3831 178th Street	Country Club Hills	IL	60478	(708) 957-9850		John Reid, Project Manager
Harvey Lumber Co	47 West Polk Street	Chicago	IL	60605	(312) 957-2300		
Home Depot	1500 West Dundee Road	Arlington Heights	IL	60004	(847) 253-2166		Dave Voss, Global Product Merchant, 2455 Paces Ferry Road, Building C-7, Atlanta GA 30339 1-800-654-0688 ext. 15194, www.homedepot.com
Home Depot	105 North Naperville Road	Bolingbrook	IL	60490	(630) 771-1109		
Home Depot	700 Broadview Village Square	Broadview	IL	60155	(705) 865-9900		
Home Depot	1550 Torrence Avenue	Calumet City	IL	60409	(708) 730-9100		
Home Depot	200 West 87th Street	Chicago	IL	60620	(773) 602-1301		
Home Depot	1232 West North Avenue	Chicago	IL	60622	(773) 486-9200		
Home Depot	7200 South Cicero Avenue	Chicago	IL	60629	(773) 586-0032		
Home Depot	300 Commons Drive	Chicago Ridge	IL	60415	(708) 952-7460		
Home Depot	2803 South Cicero Avenue	Cicero	IL	60804	(708) 863-9600		
Home Depot	2101 75th Street	Darien	IL	60561	(630) 271-9600		
Home Depot	655 Lake Cook Road	Deerfield	IL	60015	(847) 564-8601		
Home Depot	2000 Butterfield Road	Downers Grove	IL	60515	(630) 792-9600		

Company	Address	City	State	Zip	Telephone	Fax	Contact/Email /Website
Home Depot	2555 North Normandy Avenue	Elmwood Park	IL	60707	(773) 745-9900		
Home Depot	2201 Oakton Street	Evanston	IL	60202	(847) 733-9200		
Home Depot	295 Army Trail Road	Glendale Heights	IL	60139	(630) 980-8330		
Home Depot	6625 Grand Avenue	Gurnee	IL	60031	(847) 599-0180		
Home Depot	3001 Plainfield Road	Joliet	IL	60435	(815) 577-9854		
Home Depot	493 North Milwaukee Avenue	Libertyville	IL	60048	(847) 549-0110		
Home Depot	20808 Cicero Avenue	Matteson	IL	60443	(708) 481-1551		
Home Depot	350 East Kensington Road	Mount Prospect	IL	60056	(847) 342-1800		
Home Depot	2920 Audrey Avenue	Naperville	IL	60540	(630) 637-9200		
Home Depot	901 Civic Center Drive	Niles	IL	60714	(847) 967-3200		
Home Depot	37 West North Avenue	Northlake	IL	60164	(708) 409-0022		
Home Depot	7300 West 159th Street	Orland Park	IL	60462	(708) 614-9200		
Home Depot	825 East Dundee Road	Palatine	IL	60074	(847) 705-6801		
Home Depot	100 Barrington Road	Schaumburg	IL	60194	(847) 798-8700		
Home Depot Expo	1386 Mechan Road	Schaumburg	IL	60193	(312) 563-5220		
Home Depot Expo Design Center	956 North Route 69	Aurora	IL	60504	(630) 499-2900		
Inner City Building Center	2101 East 79th Street	Chicago	IL	60649	(773) 768-6900		
Johnson Lumber Co	8122 West 123rd Streeet	Palos Park	IL	60464	(708) 448-3990		
L & W Supply Corp	125 South Franklin Street	Chicago	IL	60606	(312) 606-4000		
L Miller & Son Lumber Co	1815 West Division Street	Chicago	IL	60622	(773) 278-6740		
Lee Lumber and Building Material Corporation	633 West Pershing Road	Chicago	IL	60609	(773) 927-8282		Sales Department (call for name depending on product) (773) 509-6700, www.leelumber.com
Lee Lumber and Building Material Corporation	3250 North Kedzie Avenue	Chicago	IL	60618	(773) 509-6700	(773) 509-9527	
Logan Square Building Material	201 West 87th Street	Chicago	IL	60620	(773) 488-7400		
Logan Square Building Material	2424 North Pulaski Road	Chicago	IL	60639	(773) 772-6500		
Lohan Building Supply	3716 West Fullerton Avenue	Chicago	IL	60647	(773) 395-1600		
Lowe's of DeKalb	2050 Sycamore Road	DeKalb	IL	60115	(815) 754-4800		Use website email to submit information: www.lowes.com/lkn?action=custSvcVendorInquiry&topic=custo

Company	Address	City	State	Zip	Telephone	Fax	Contact/Email /Website
							merService
Lumber R Us	400 West 71st Street	Chicago	IL	60621	(773) 487-7058		
Lyons Lumber and Building Center Inc	100 East Washington Street	Joliet	IL	60432	(815) 726-4464	(815) 726-4469	
Mayfair Lumber Co	4825 West Lawrence Avenue	Chicago	IL	60630	(773) 283-3300		
McGuire-Western Lumber Co	225 North Francisco Avenue	Chicago	IL	60612	(773) 533-3360		
Menard's	2601 North Clybourn Avenue	Chicago	IL	60614	(773) 880-9200		Todd Werner or Kent Davis, Menard's Corporate Office, 5106 Old Mill Center, Eau Claire WI 54703 (715) 876-5911
Menard's	4626 West Diversey Avenue	Chicago	IL	60639	(773) 202-7620		
Menard's	17545 Halsted Street	Homewood	IL	60430	(708) 922-2480		
Menard's	6807 159th Street	Tinley Park	IL	60477	(708) 633-0014		
Mid Town Home Center	2435 North Greenview Avenue	Chicago	IL	60614	(773) 472-5656		
Rayner & Rinn-Scott Inc	6755 South Old Harlem Avenue	Chicago	IL	60638	(708) 458-8800		
Remodelers Supply Center	2500 North Pulaski Road	Chicago	IL	60639	(773) 235-2500		
Richards Building Supply	7000 West 63rd Street	Chicago	IL	60638	(773) 586-2300		Lloyd Poggi, Sales and Marketing, Richards Building Supply, 7030 West 63rd Street, Chicago IL 60638 (773) 586-7777, www.richards-supply.com
Richards Building Supply	2608 West 111th Street	Chicago	IL	60655	(773) 445-8555		
Richards Building Supply	250 East Laraway Raod	Frankfort	IL	60423	(815) 464-7253		
Richards Building Supply	23329 West Lincoln Highway	Plainfield	IL	60544	(815) 436-8844		
Rubenstein Lumber Co	169 North Morgan Street	Chicago	IL	60607	(312) 666-4800		Mark Cychosz, Buyer (773) 237-1700
Rubenstein Lumber Co	5357 West Grand Avenue	Chicago	IL	60639	(773) 237-1700		
Russell Building Supply (Division of Richards Building Supply)	200 East Judd Street	Woodstock	IL	60098	(815) 338-0158		See Richards Building Supply above
Ryan Building Supply (Division of Richards Building Supply)	7751 West 88th Street	Bridgeview	IL	60455	(708) 598-2000		See Richards Building Supply above
Seigle's	1480 East New York Street	Aurora	IL	60505	(630) 820-2000		Purchasing Director (847) 742-2000, www.seigles.com
Seigle's Building Center	1440 Townline Road	Mundelein	IL	60060	(847) 566-6000		

Company	Address	City	State	Zip	Telephone	Fax	Contact/Email /Website
Seigle's Building Center	300 North Randall Road	St. Charles	IL	60174	(630) 584-7500		
Seigle's Home and Building Center	1331 Davis Road	Elgin	IL	60123	(847) 742-2000		
Seigle's Home and Building Center	1600 Big Timber Road	Elgin	IL	60123	(847) 697-2800		
Seigle's Home and Business Center	5641 Dempster Street	Morton Grove	IL	60053	(847) 967-9400		
Seigle's Lumber	977 West Cermak Road	Chicago	IL	60608	(312) 666-9100		
Seigle's Showroom	4404 East New York Street Unit B	Aurora	IL	60504	(630) 499-1000		
Seigle's Showroom	1630 North Clybourn Avenue	Chicago	IL	60614	(312) 337-6767		
Shannon Lumber Company	4540 West Belmont Avenue	Chicago	IL	60641	(773) 286-4512		
Sonora Building Supplies	3855 West Cermak Road	Chicago	IL	60623	(773) 542-1974		
Square Deal Building Supply	6314 South Central Avenue	Chicago	IL	60638	(773) 581-8384		
Steele & Loeber Lumber Co	9035 South Halsted Street	Chicago	IL	60620	(773) 483-7373		
Thrifty Lumber & Construction	5757 North Lincoln Avenue	Chicago	IL	60659	(773) 728-7676		
TruServ Corporation	8600 West Bryn Mawr Avenue	Chicago	IL	60631	(773) 695-5000		Donald Hoye, President & CEO, www.truserv.com
United Supply Company (Division of Richards Building Supply)	2460 West George Street	Chicago	IL	60618	(773) 583-0555		See Richards Building Supply above
United Supply Company (Division of Richards Building Supply)	4141 North Kedzie Avenue	Chicago	IL	60618	(773) 463-1012		See Richards Building Supply above
United Supply Company (Division of Richards Building Supply)	4550 West Belmont Avenue	Chicago	IL	60641	(773) 736-5454		See Richards Building Supply above
Windy City Granite Corporation	4159 West Montrose Avenue	Chicago	IL	60641	(773) 685-0774	(773) 286-1224	

1.2 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR CABINETRY

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Ability Cabinet Co	Fb	3503 Martens Street	Franklin Park	IL	60131	(847) 678-6678		
Adams Sales Co	Mr	2201 West Cardwell Road	Lincoln	NE	68523	(402) 420-6220	(402) 420-6314	rwaller@neb.rr.com
Addison Woodworking Co	Fb	2230 Douglas Avenue	Des Plaines	IL	60018	(847) 824-9602		
American Oak Corp	Fb	334 East Irving Park Road	Wood Dale	IL	60191	(630) 766-4444		
Ameriscan Designs	Fb	4147 West Odgen Avenue Floor 1	Chicago	IL	60623	(773) 542-1291		
Atria Studio	Fb	716 North Wells Street	Chicago	IL	60610	(312) 943-7667		
B & B Formica Appliers Inc	Fb	1823 North Milwaukee Avenue	Chicago	IL	60647	(773) 278-1272		
B M Woodworking Kitchen Cabinets	Fb	5853 West Irving Park Road	Chicago	IL	60634	(773) 282-5253		
BDA Cabinet Distributors	Ds	10919 Franklin Avenue	Franklin Park	IL	60131	(630) 787-0574	(630) 787-1162	dbbda@gateway.net
Beach Builders Inc	Rm	2128 North Nordica Avenue	Elmwood Park	IL	60707	(773) 385-9410		
Beacon Kitchen & Bath Inc	Fb	7719 West Belmont Avenue	Elmwood Park	IL	60707	(708) 452-7575		
Benvenuti & Stein Inc	Fb	2001 Greenleaf Street	Evanston	IL	60202	(847) 866-6868		
Benz Kitchen & Bath	Fb	5556 North Francisco Avenue	Chicago	IL	60625	(773) 271-1001		
Best Cabinets & Construction	Fb	2634 West Cortez Street	Chicago	IL	60622	(773) 862-0300		
Bolhuis Woodworking Co	Fb	1529 East 172nd Street	South Holland	IL	60473	(708) 333-5100		
Bradford and Kent, Inc.	Rm	807 Ogden Avenue	Downers Grove	IL	60515	(630) 969-8585		info@BradfordandKent.com
Bridgeview Custom Kitchen	Fb	8640 Thomas Avenue	Bridgeview	IL	60455	(708) 598-1221		
Bruce Woodworking	Rm	1275 South Wolf Road	Wheeling	IL	60090	(847) 520-1995		
Builders Cabinet Supply	Ds	401 North Western Avenue	Chicago	IL	60612	(312) 829-4300		
Butcher Block Factory Outlet	Fb	555 West 16th Street	Chicago	IL	60616	(312) 666-9144		
C & V Cabinets Co	Fb	15553 South 71st Ct	Orland Park	IL	60462	(708) 429-3222		
C Shaw Wood Products	Fb	8931 West 163rd Street	Orland Park	IL	60462	(815) 838-2375		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturers' Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Cabinet & Counter Design	Rm	1750 West Fulton Street Floor 1	Chicago	IL	60612	(312) 666-6444		
Cabinet Designs	Fb	5535 West 110th Street Unit 6	Oak Lawn	IL	60453	(708) 422-1666		
Cabinet World Inc	Ds	1401 West North Avenue	Chicago	IL	60622	(773) 772-9900	(773) 772-0394	cabinetkon@aol.com
Cabinetry Consultants Inc	Ds	1N121 Ellis Avenue	Carol Stream	IL	60188-2326	(630) 682-0868		
Canac Kitchens of Illinois	Fb	1236 West Belmont Avenue	Chicago	IL	60657	(773) 404-5110		
Castlekeepe	Fb	5301 North Clark Street	Chicago	IL	60640	(773) 728-8200		
Cepco	Fb	1644 North Orchard Street	Chicago	IL	60614	(312) 943-1802		
Chester Tross Cabinets	Rm	2233 South Laramie Avenue	Cicero	IL	60804	(708) 652-6227		
CHGO Kitchen and Bath	Fb	1521 North Sedgwick Street	Chicago	IL	60610	(312) 642-8844		
Chicago Kitchen Design Group	Fb	222 Merchandise Mart Plaza	Chicago	IL	60654	(312) 245-0100		
Chicago Warehouse Sales	Ds	2015 West Irving Park Road	Chicago	IL	60618	(773) 281-6300		
Circle Studio Inc	Fb	3928 North Elston Avenue	Chicago	IL	60618	(773) 588-4848		
Coletta Elaine Wholesale Supply Co	Ds	7337 West Diversey Avenue	Elmwood Park	IL	60707	(708) 453-8994		
Community Home Supply Co Inc	Ds	3924 North Lincoln Avenue	Chicago	IL	60613	(773) 281-7010		
Construction Supply Company Inc	Ds	4834 West Division Street	Chicago	IL	60651	(773) 379-9000		
Consumers Supply Co	Ds	1110 West Lake Street	Chicago	IL	60607	(312) 666-6080		
Contract Industries Inc	Fb	6641 South Narragansett Avenue	Chicago	IL	60638	(708) 458-8150		
Countertop Express	Fb	1155 North Howe Street	Chicago	IL	60610	(312) 202-0808	(312) 944-9099	jcf39@mail.idt.net
Countertop Services	Fb	3935 North Elston Avenue	Chicago	IL	60618	(773) 478-8328	(773) 478-1150	
Creative Woodcraft	Fb	4211 West Lawrence Avenue	Chicago	IL	60630	(773) 282-1077		
Crestwood Custom Cabinets	Rm	13960 Kildare Avenue	Crestwood	IL	60445	(708) 385-3167		
Custom Cut Woodwork Inc	Fb	4447 West Armitage Avenue	Chicago	IL	60639	(773) 227-6373		
Danmarie Cabinets & Sink Tops	Rm	10332 South Commercial Avenue	Chicago	IL	60617	(773) 734-5504		
Dave's Custom Cabinetry	Rm	14901 Greenwood Road	Dolton	IL	60419	(708) 849-4340		
Del-Mont Kitchen & Baths	Rm	3360 West 95th Street	Evergreen Park	IL	60805	(708) 636-1600		
Di Giacomo Cabinet Co	Fb	8918 South Green Street	Chicago	IL	60620	(773) 783-5660		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturers' Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Dwyer Compact Kitchens	Rm	320 West Ohio Street Unit 610	Chicago	IL	60610	(312) 337-5522		
E-J Industries Inc	Fb	1275 South Campbell Avenue	Chicago	IL	60608	(312) 226-5023		
Elgin Cabinet Center	Ds	300 Brook Street	Elgin	IL	60120	(847) 931-5255	(847) 931-7818	
Evanston Cabinet Co	Fb	1945 Johns Drive	Glenview	IL	60025	(847) 729-8082		
Felice Cabinet Inc	Fb	1750 North Lawndale Avenue	Chicago	IL	60647	(773) 772-8300		
Fox Homecenter Chicago	Ds	11150 South Cicero Avenue	Alsip	IL	60803	(708) 636-3500		
Fred's Enterprises	Rm	6045 West Ogden Avenue	Cicero	IL	60804	(708) 656-3130		
G B Brothers Home Services Co	Rm	5128 North Elston Avenue	Chicago	IL	60630	(773) 205-7000		
Georgetown Marketing & Sales	Mr	7016 12th Avenue	Jenison	MI	49428	(616) 667-1311	(616) 667-1899	www.gtmands.com
Gianni Brothers Inc	Rm	4615 West Roosevelt Road	Cicero	IL	60804	(708) 863-6696		
Glenview Custom Cabinets	Fb	1921 Pickwick Lane	Glenview	IL	60025	(847) 724-7400		
Gold Coast Bath Systems Inc	Ds	631 West North Avenue	Chicago	IL	60610	(312) 587-3344		
Granite Empiress	Fb	6520 South Laramie Avenue	Chicago	IL	60638	(708) 594-2844		
Gridiron Tile & Sink Top Co	Ds	10410 South Kedzie Avenue	Chicago	IL	60655	(773) 445-6118		
H & S Sales Inc	Mr	PO Box 99	Lake Ozark	MO	65049	(573) 365-3801	(573) 365-4338	hschrockhssales@lakemail.com
Hedlund Custom Cabinets	Rm	5743 North Talman Avenue	Chicago	IL	60659	(773) 271-3117		
Heritage Custom Woodwork	Fb	204 South Villa Avenue	Villa Park	IL	60181	(630) 834-9339		
Homewood Industries Inc	Fb	17451 Palmer Boulevard	Homewood	IL	60430	(708) 957-7747		
JKW Design Center	Ds	218 South Grove Avenue	Oak Park	IL	60302	(708) 383-0492		
Johns Laminate Plus	Rm	12604 South Kroll Drive	Alsip	IL	60803	(708) 385-6703		
Kapp Woodworking Co	Fb	330 Evergreen Avenue	Bensenville	IL	60106	(630) 595-8686		
Kempner Co	Fb	629 West Cermak Road	Chicago	IL	60616	(312) 733-1606		
Kitchen & Bath Mart	Ds	237 West North Avenue	Chicago	IL	60610	(312) 943-7060		
Kitchen & Bath Sales Inc	Ds	5925 West Lawrence Avenue	Chicago	IL	60630	(773) 794-0500		
Kitchen & Bath Studio Inc	Ds	4630 North Cumberland Avenue	Chicago	IL	60656	(773) 625-2650		
Kitchen Distributors of America	Ds	133 S. Rt. 53	Addison	IL	60101	(630) 629-8100		
Kitchen Distributors of America	Ds	2436 North Clark Street	Chicago	IL	60614	(773) 477-9352		
Kitchen Distributors of America	Ds	3914 North Western Avenue	Chicago	IL	60618	(773) 478-1020		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturers' Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Kitchen Distributors of America	Ds	7436 North Harlem Avenue	Chicago	IL	60631	(773) 775-5335		
Kitchen Master	Ds	600 Industrial Drive	Naperville	IL	60563	(630) 369-0500	(630) 369-0138	kitchmas@aol.com
Kitchens & Baths by Don Johnson	Rm	1375 Merchandise Plaza	Chicago	IL	60607	(773) 548-2436		
La Salle Cabinet Makers	Fb	1245 West Montana Street	Chicago	IL	60614	(773) 549-7244		
Leader Builders Corporation	Fb	5146 West Belmont Avenue	Chicago	IL	60641	(773) 202-0202		
M M Ortiz Inc	Fb	4200 West Diversey Avenue	Chicago	IL	60639	(773) 794-1555		
Maher & Associates Inc	Mr	1520 Birmingham Drive	Aurora	IL	60504-1316	(630) 585-1078	(630) 585-1106	maherassoc@aol.com
MCC/Design Millwork	Fb	5331 West 65th Street	Chicago	IL	60638	(708) 458-9400		
McDuffee Kitchens	Fb	222 Merchandise Mart Plaza	Chicago	IL	60654	(312) 832-8320	(312) 832-8324	
Merchandise Mart the Kitchen and Bath Center	Ds	222 Merchandise Mart Plaza	Chicago	IL	60654	(312) 527-7939		ideacenter@mmart.com
Millwood Services	Fb	11111 Franklin Avenue	Franklin Park	IL	60131	(847) 288-0100		
Muncie & Associates	Mr	PO Box 856	Greencastle	IN	46135	(765) 653-6210	(765) 653-4104	www.geocities.com/wallstreet/5276
Neff Kitchens	Fb	1359 Merchandise Mart	Chicago	IL	60607	(312) 464-0808		
North Shore Kitchen & Bath Center	Ds	3207 Lake Avenue	Wilmette	IL		(847) 256-5600		
Nouveau Cabinetry Design Inc	Fb	222 Merchandise Mart Plaza	Chicago	IL	60654	(312) 832-1304		
Novak A L Co	Rm	2700 West Belmont Avenue	Chicago	IL	60618	(773) 588-1500		
OBH Associates LLC	Mr	2657 Gravel Drive Unit 1	Fort Worth	TX	76118	(817) 595-0041	(817) 590-9544	www.obhassociates.com
Okumora Designs	Fb	4147 West Odgen Avenue Floor 1	Chicago	IL	60623	(773) 762-9254		
Parenti & Raffaelli Ltd	Fb	215 East Prospect Avenue	Mount Prospect	IL	60056	(847) 253-5550		
Pascolla Cabinets	Fb	7021 1/2 North Clark Street	Chicago	IL	60626	(773) 743-3100		
Pearson's Custom Finishing	Rm	2010 Lehigh Avenue Unit G	Glenview	IL	60025	(847) 729-7370		
Poggenpohl US Inc	Fb	222 Merchandise Mart Plaza	Chicago	IL	60654	(312) 755-9023		
Predl Woodworks Co	Fb	13801 Lincoln Avenue	Dolton	IL	60419	(708) 849-8380		
QBC Sales LLC	Mr	920 Indiana Avenue	Sheboygan	WI	53081	(920) 459-7318	(920) 459-7241	www.qbcsales.com
R J H Design Inc	Fb	1359 Merchandise Mart	Chicago	IL	60607	(312) 464-6900		
R J H Design Inc	Fb	700 North Green Street	Chicago	IL	60622	(312) 666-5533		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
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Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Rager Cabinets	Fb	12613 South Kroll Drive	Alsip	IL	60803	(708) 489-0771		
Roman Marble Import Co	Fb	120 West Kinzie Street	Chicago	IL	60610	(312) 337-2217	(312) 337-9865	
Rosewood Cabinet Co	Fb	1823 West Montrose Avenue	Chicago	IL	60613	(773) 935-4646		
Sandell Cabinets Inc	Fb	323 West 195th Street	Glenwood	IL	60425	(708) 754-0087		
Sequoia Kitchens	Fb	6968 West North Avenue	Elmwood Park	IL	60707	(773) 237-2100		
Siematic Kitchens	Fb	674 North Wells Street	Chicago	IL	60610	(312) 337-2700		
Smart Rooms Inc	Fb	222 Merchandise Mart Plaza	Chicago	IL	60654	(312) 644-4446	(312) 644-4023	
Specified Components Co	Mr	1170 North Skokie Highway	Gurnee	IL	60031	(847) 625-1600	(847) 625-1300	general@apeccompco.com
Sprovieris Kitchens	Fb	7506 West Grand Avenue	Elmwood Park	IL	60707	(708) 456-2066		
Stone City	Fb	3053 West Grand Avenue	Chicago	IL	60622	(773) 533-9806		
Stone Source	Fb	2458 West Diversey Avenue	Chicago	IL	60647	(773) 278-0500		
Suburban Woodworking Co	Fb	14529 Waverly Avenue	Midlothian	IL	60445	(708) 388-3115		
Supis Custom Bath & Kitchen	Rm	10346 South Whipple Street	Chicago	Il	60655	(773) 779-8600		
T & T Cabinet Co	Fb	91 North Lively Boulevard	Elk Grove Village	IL	60007	(847) 364-5520		
Teds Custom Cabinets Inc	Rm	5946 South Pulaski Road	Chicago	IL	60629	(773) 581-4455		
Toms Cabinets	Rm	4000 West 87th Street	Chicago	IL	60652	(773) 284-2244		
Tony's Formica Shop Inc	Rm	5633 West 120th Street	Alsip	IL	60803	(708) 389-5171		
Valentino Custom Kitchens & Bath Limited	Rm	155 North Harbor Drive	Chicago	IL	60601	(312) 565-9585		
Van Horn Associates Inc	Mr	330 West Colfax Street	Palatine	IL	60067	(847) 358-4979	(847) 358-5053	cabrep@aol.com
Vermont Cabinetry Inc	Fb	2154 Vermont Street	Blue Island	IL	60406	(708) 371-8181		
Verso Custom Countertops	Rm	733 Kimberly Drive	Carol Stream	Il	60188	(630) 653-8677	(630) 653-8472	
Village Woodsmith's	Fb	335 Harrison Street	Oak Park	IL	60304	(708) 524-2755		
Vold Manufacturing	Fb	1900 North Austin Avenue	Chicago	IL	60639	(773) 385-8100		
Washtown Equipment co	Fb	4036 West Montrose Avenue	Chicago	IL	60641	(773) 545-2046		
William Huber Cabinet Works	Fb	2400 North Campbell Avenue	Chicago	IL	60647	(773) 235-7660		
Windy City Kitchen & Bath	Ds	2719 North Maplewood Avenue	Chicago	IL	60647	(773) 227-7027		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturers' Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Windy City Sanitary Supplies	Mr	2706 Grand Avenue, PO Box 58	Waukegan	IL	60079	(847) 263-1307	(847) 244-1514	biged@lumbwiz.com
Zenith Construction	Rm	1734 North Rockwell Street	Chicago	IL	60647	(773) 485-1581		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturers' Representative
Rm – Remodeller or Builder
Wh – Wholesaler

1.3 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR DOORS AND WINDOWS

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
A & A Window Co	Fb	3801 North Harlem Avenue	Chicago	IL	60634	(773) 286-1283		
A W Glass Block	Fb	7724 South Claremont Avenue	Chicago	IL	60620	(773) 778-6000		
ABC Storm Window Co	Fb	5850 North Lincoln Avenue	Chicago	IL	60659	(773) 561-0333		
ACAN Windows Chicago	Rm	4174 North Elston Avenue	Chicago	IL	60618	(773) 267-6450		
Adams Sales Co	Mr	2201 West Cardwell Road	Lincoln	NE	68523	(402) 420-6220	(402) 420-6314	rwaller@neb.rr.com
Air Flow	Fb	850 West Fullerton Avenue	Addison	IL	60101	(630) 628-1138		
All Star Products Inc.	Fb	3342 Commercial Avenue	Northbrook	IL	60062	(847) 537-0490		
All Windows & Doors	Fb	2930 Lee Street	Melrose Park	IL	60164	(847) 455-5758		
Amarie Glass and Windows	Fb	6710 Valley View Road	Hanover Park	IL	60103	(630) 540-9060	(630) 540-9061	
American Name Plate Co	Fb	4501 South Kildare Avenue	Chicago	IL	60632	(773) 376-1400		
American Thermal Window Prod. Inc.	Fb	5304 N. Milwaukee Avenue	Chicago	IL	60630	(773) 774-3131	(773) 775-2201	
Ardco Inc	Fb	12400 South Laramie Avenue	Alsip	IL	60803	(708) 388-4300		
Armstrong Doors and Windows Co	Fb	7158 West Higgins Avenue	Chicago	IL	60656	(773) 774-7005	(773) 774-9002	
Auburn Corp	Fb	10490 164th Place	Orland Park	IL	60467	(708) 349-7676		
Bazzoni Windows & Doors	Fb	3139 North Elston Avenue Unit 1	Chicago	IL	60618	(773) 478-8818	(773) 478-8858	
BSH Chicago	Ds	2312 Oak Leaf Street	Joliet	IL	60436-1065	(815) 729-0700	(815) 729-0790	
By-Lo Manufacturing Inc	Fb	3333 West 48th Place	Chicago	IL	60632	(773) 247-7733		
Campbell Contractors	Rm	2424 139th Place	Blue Island	IL	60406	(708) 389-6300		
Cardiff Industries Inc.	Fb	1001 West Republic Drive Unit 3	Addison	IL	60101	(847) 455-3702		
Central Millwork Co	Fb	3002 North Cicero Avenue	Chicago	IL	60641	(773) 237-6452		
Central Siding, Roofing & Windows	Fb	4301 S. Pulaski Road	Chicago	IL	60632	(773) 523-5585	(773) 523-5599	
Certified Home	Rm	2840 North Central Park Avenue	Chicago	IL	60618	(773) 772-7470		
Chicago Window & Door Screen	Fb	3003 West Harrison Street	Chicago	IL	60612	(773) 722-3322		
Clarke's Custom Windows Inc	Wh	900 South Westgate Street	Addison	IL	60101	(630) 543-0013		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
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Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Competitive Door & Supply Co.	Ds	7744 West Monroe	Forest Park	IL	60130	(708) 366-0194	(708) 660-0156	
Door Store	Ds	1205 East 95th Street	Chicago	IL	60619	(773) 221-2000		
Door Systems	Fb	751 Expressway Drive	Itasca	IL	60143	(630) 250-0101		
Duchossois Industries	Fb	845 North Larch Avenue	Elmhurst	IL	60126	(630) 279-0486		
Edward George Co.	Fb	12650 S. Springfield Avenue	Alsip	IL	60658	(708) 371-0696		
Elite Home Service and Window Co	Rm	5875 North Lincoln Avenue	Chicago	IL	60659	(773) 561-2601		
Entrance Door Company	Fb	1623 North 79th Avenue	Elmwood Park	IL	60707	(708) 452-8929		
Evco Windows & Millworks	Fb	111 West 154th Street	South Holland	IL	60473	(708) 333-0071	(708) 333-9769	
Evergreen Door & Windows	Fb	3521 West 95th Street	Evergreen Park	IL	60805	(708) 636-0091		
Family Security Door & Window	Fb	270 West 83rd Street	Chicago	IL	60620	(773) 585-5991		
Family Security Door & Window	Fb	10243 South Western Avenue	Chicago	IL	60643	(773) 238-4088		
Frank J Glass Co	Fb	2413 North Clybourn Avenue	Chicago	IL	60614	(773) 348-8813		
Gatx Corp	Fb	500 West Monroe Street, Floor 44	Chicago	IL	60661	(312) 621-6200		
Heartland Resource	Mr	W4925 Maple Ridge Road	Mondovi	WI	54755	(715) 926-5708	(715) 926-5300	syth@frontiernet.net
InterSun Windows and Sunrooms	Fb	5336 West Warwick Avenue	Chicago	IL	60641	(773) 443-8966		
J B Wagman Sales Inc	Mr	5662 Byrneland Street	Madison	WI	53711	(608) 274-8299	(608) 274-7283	wags@itis.com
JD & Associates	Mr	10724 Overlook Court	Fishers	IN	46038	(317) 842-0388	(317) 842-0388	
Jelinek & Son	Fb	130 West Odgen Avenue	Naperville	IL	60563	(630) 355-3474		
JM Sales & Marketing	Mr	6233 Sylvania Avenue	Toledo	OH	43623	(419) 882-6117	(419) 882-0209	jmmcoy944@aol.com
John McKeegan Sales Inc	Mr	8411 Ronda Drive	Canton	MI	48187-2001	(734) 459-5870	(734) 459-9837	www.mckeeganequip.com
Kaskor Industries Inc	Fb	120 Joey Drive	Elk Grove Village	IL	60007	(847) 367-1100		
Kawneer Co	Fb	1377 Industrial Drive	Itasca	IL	60143	(630) 773-3700		
Kenney Exterior Products Inc	Fb	7570 North Milwaukee Avenue	Chicago	IL	60631	(773) 792-3700		
Koopman Sales & Service	Ds	11800 South Avers Avenue	Alsip	IL	60803	(708) 388-7277		
Kramer Window Co	Fb	1219 Orchard Avenue	Maywood	IL	60153	(708) 343-4780		
Laforce	Fb	280 Corporate Woods Parkway	Vernon Hills	IL	60061	(847) 634-2828		
Lang Exterior	Fb	2323 West 59th Street	Chicago	IL	60636	(773) 737-4500		

Role Descriptions
Ds – Distributor/Product Dealer
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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Leggett Platt Consumer Product	Fb	5950 West 51st Street	Chicago	IL	60638	(708) 458-2404		
M & J Glass	Fb	4318 West Lawrence Avenue	Chicago	IL	60630	(773) 794-0807		
Maine Glass Inc	Wh	923 Belleplaine Avenue	Park Ridge	IL	60068	(847) 825-6975		
Marvin Windows & Doors	Fb	3827 Relstar Court	Naperville	IL	60564	(800) 727-7596	(630) 922-3959	
Melrose Corp All Home Improvement	Rm	1909 West North Avenue	Melrose Park	IL	60160	(708) 343-3777		
MT Greenwood Hardware & Supply Inc	Ds	3124 West 111th Street	Chicago	IL	60655	(773) 881-9770		
Narflex Corporation	Fb	7959 West Grand Avenue	Elmwood Park	IL	60707	(708) 453-4043		
National Window Co	Fb	1485 Landmeier Road	Elk Grove Village	IL	60007	(847) 593-5533		
O'Connor & Associates Ltd.	Mr	2500 West Higgins Road Suite 1205	Hoffman Estates	IL	60195-2051	(847) 839-0105	(847) 839-0234	ocrep1@aol.com
Paul D Metal Products Inc	Fb	2225 West Pershing Road	Chicago	IL	60609	(773) 847-1400		
Pol-Aire Products Inc	Fb	4220 West Montrose Avenue	Chicago	IL	60641	(773) 736-4292		
Premier Window Company, Inc.	Fb	7355 West Addison	Chicago	IL	60634	(847) 590-8580	(847) 590-8580	
Republic Incorporated	Fb	1725 West Diversey Parkway	Chicago	IL	60614	(773) 525-6000		
Republic Windows & Doors	Fb	930 West Evergreen	Chicago	IL	60622	(312) 932-8000		
Richards Building Supply Company	Ds	7030 W 63rd St. 2nd Floor	Chicago	IL	60638	(773) 586-7777		
Roy Wahlstrom & Co	Fb	9317 Ogden Avenue	Brookfield	IL	60513	(708) 485-0131		
Sahara Co	Fb	4220 West Montrose Avenue	Chicago	IL	60641	(773) 283-1172		
Scientific Window Co	Fb	6816 North Clark Street	Chicago	IL	60626	(773) 761-8510		
Silver Line Building	Wh	4439 East 1251st Road	Earlville	IL	60518			
Space Organization	Fb	1155 North Howe Street	Chicago	IL	60610	(312) 654-1400		
Specialty Doors Inc.	Fb	269 West 154th Street	South Holland	IL	60473	(708) 339-4331		
Steel Guard	Fb	4707 West North Avenue	Chicago	IL	60639	(773) 342-6265		
Sunset Siding & Windows	Fb	400 West Roosevelt Road, #2-E1	Wheaton	IL	60187-2329	(630) 668-0220	(630) 668-9670	sunsiding@aol.com
Tafco Corp	Fb	5024 Rose Street	Schiller Park	IL	60176	(847) 678-8425		
Thermal Industries Inc	Fb	12559 South Springfield Avenue	Alsip	IL	60803	(708) 389-4750		
Thermal Window Corp.	Fb	934 North Church Road	Elmhurst	IL	60126	(630) 782-6510		

Role Descriptions
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Appendix Three: Key Contacts in the Chicago Area

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Uhlmann Home Improvement Inc	Rm	3522 West 111th Street	Chicago	IL	60655	(773) 349-0121		
United Marketing Force Inc	Mr	4404 RFD Heritage Lane	Long Grove	IL	60047-9700	(847) 821-7473	(847) 821-0329	www.unitedmarketingforce.com
United States Aluminum Corp II	Fb	6969 West 73rd Street	Chicago	IL	60638	(708) 458-9070		
Vapor Corp	Fb	6420 West Howard Street	Niles	IL	60714	(847) 967-8300		
William J. Perkinson Co	Fb	412 North Wolcott Avenue	Chicago	IL	60622	(312) 733-3933		
Window City Inc	Fb	5056 West Lawrence Avenue	Chicago	IL	60630	(773) 777-9200		
Windows 1 Inc.	Rm	3066 North Clybourn Avenue	Chicago	IL	60618	(630) 898-4900		
Wood Concepts Inc	Fb	13662 South Archer Avenue	Lemont	IL	60439	(630) 257-1333		
Woolf Distributing	Ds	Box 517, 8550 Ridgefield Road	Crystal Lake	IL	60039	(815) 477-9680		
Wunderlich Doors	Fb	300 Allen Street	Joliet	IL	60436	(815) 727-6430		

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1.4 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR FLOORING

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
A & M Enterprises	Mr	PMB 135, 8113 Moores Lane Suite 1900	Brentwood	TN	37027	(800) 777-2023	(615) 595-2812	www.amfloors.com
A European Flooring Co.	Rm	3815 North Kedzie Avenue	Chicago	Il	60618	(773) 279-8300		
Administration Flooring	Rm	2220 North Lorel Avenue	Chicago	Il	60639	(773) 836-4848		
Adrian Home Improvement Co.	Rm	4945 North Moody Avenue	Chicago	Il	60630	(773) 774-4447		
Allied Chemical Corp	Fb	6102 Merchandise Mart Plaza	Chicago	Il	60654	(312) 329-9895		
American Carpet Distributors	Ds	2041 West Race Avenue	Chicago	Il	60612	(312) 829-0794		
American Import Tiles Ltd	Fb	7000 Wheeler Drive	Orland Park	Il	60462	(708) 614-8100		
Apollo Studio Inc	Fb	2116 West Roscoe Street	Chicago	Il	60618	(773) 528-1864		
Atkins Associates	Mr	632 School Street	Kohler	WI	53044	(920) 457-6393	(920) 457-6395	
Beaulieu Commercial	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 494-0121		
Belioan Oriental Rug Co.	Wh	1670 North Mannheim Road	Stone Park	Il	60165	(312) 573-1234		
Bentley Mills Inc.	Fb	440 North Wells Street Unit 200	Chicago	Il	60610	(312) 744-0020		
Blue Ridge Commercial Carpet	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 467-0000		
Caravelle Distributing Co	Ds	1615 Greenleaf Avenue	Elk Grove Village	Il	60007	(847) 593-5240		
Carpet Basics	Wh	101 Ambrogio Drive, #L	Gurnee	Il	60031	(847) 360-1303		
Carpet Central	Wh	10700 West Higgins Road	Rosemont	Il	60018	(847) 294-9444		
Carpet Cushion and Supply	Wh	4620 West 120th Street	Alsip	Il	60803	(708) 389-6460		
Carpet Plus	Wh	14727 Greenwood Road	Dolton	Il	60419	(708) 849-8110		
Carpet Specialties Co	Wh	480 Central Avenue	Northfield	Il	60093	(847) 501-3450		
Carpets by Design	Wh	222 Merchandise Mart Plaza #636	Chicago	Il	60654	(312) 321-0090		
Carpets of Elmhurst	Wh	105 West 2nd Street	Elmhurst	Il	60126	(630) 833-6550		
Caspian Oriental Rugs	Wh	700 North La Salle Drive	Chicago	Il	60610	(312) 664-7576		
Century Supply Co	Wh	915 East Rand Road	Mount Prospect	Il	60056	(847) 259-6500		
Clemson Fabrics Corp	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 467-6811		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturers' Representative
Rm – Remodeller or Builder
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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Collins & Aikman Floor Covering	Wh	444 North Wells Street Unit 404	Chicago	Il	60610	(312) 467-9515		
Commercial Floorcovering Assoc	Ds	765 Springer Drive	Lombard	Il	60148	(630) 932-8272		
Custom Carpet Craft Inc	Wh	2675 American Lane	Elk Grove Village	Il	60007	(847) 238-9432		
Custom Flooring Insets Inc.	Fb	1503 Industrial Drive	Itasca	Il	60143	(630) 285-8677		
DA Sales & Marketing Inc	Mr	418 Timbers Place	St. Charles	IL	60174-1191	(630) 584-7546	(630) 584-7546	dasale1@aol.com
Dal-Tile Corp	Fb	7600 South Grant Street	Burr Ridge	Il	60527	(630) 789-1400		
Dal-Tile Corp	Fb	1501 Estes Avenue	Elk Grove Village	Il	60007	(847) 228-9911		
Danny Flooring	Wh	4514 West Irving Park Road	Chicago	Il	60641	(773) 330-2460		
Dominick's Carpet & Tile Inc.	Wh	2220 Elmhurst Road	Elk Grove Village	Il	60007	(847) 437-5700	(847) 437-7971	
Durkan Patterned Carpets	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 527-2951		
Ed Lewis Sales Co Inc	Mr	144 Chenoweth Lane	Louisville	KY	40207	(502) 896-0342	(502) 896-0697	elscomfrep@aol.com
Edward Fields Inc	Fb	222 Merchandise Mart Plaza #635	Chicago	Il	60654	(312) 644-0400		
Erickson Decorating Products Inc	Wh	6040 North Pulaski Road	Chicago	Il	60646	(773) 539-7555	(773) 539-9698	info@onlinefloorstore.com
First Quality Floor Co	Wh	6426 North Artisan	Chicago	Il	60645	(773) 685-6854		
Flooring Network	Wh	1366 Merchandise Mart Plaza	Chicago	Il	60654	(312) 321-1217		
Franklin Associates	Wh	5 Compton Lane	Prospect Heights	Il	60070	(847) 670-0927		
GFC Bridgeview Inc	Fb	7401 South 78th Avenue	Bridgeview	Il	60455	(708) 496-8600		
Gibco Service Co Inc	Mr	725 South Adams Road Unit L-59	Birmingham	MI	48009	(248) 647-3322	(248) 647-8720	gibco725@aol.com
Harbinger Co	Wh	222 Merchandise Mart Plaza #377	Chicago	Il	60654	(312) 644-2042		
Henry's Carpet & Vinyl Sales	Wh	8 Hinkle Lane	Schaumburg	Il	60193	(847) 985-5797		
Herregan Distributors	Ds	2701 Lively Boulevard	Elk Grove Village	Il	60007	(847) 595-9180		
Home Carpet & Linoleum Center	Wh	3071 North Lincoln Avenue	Chicago	Il	60657	(773) 935-9314		
House of Italian Ceramic Tile	Fb	1710 Carmen Drive	Elk Grove Village	Il	60007	(847) 439-4434		
Impo Glaztile Inc	Fb	18500 North Creek Drive	Tinley Park	Il	60477	(708) 633-1600		
Interface Flooring Systems Inc.	Wh	440 North Wells Street Unit 200	Chicago	Il	60610	(312) 822-9640		
Interior Contract Concepts	Mr	5204 Tamara Point	Panora	IA	50216-8611	(641) 755-3650	(641) 755-2792	ici@netins.net

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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Invision Carpet Systems	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 595-1512		
Italian Ceramic Tile Center	Fb	7521 North Milwaukee Avenue	Niles	Il	60714	(847) 647-0194		
J & J Industries	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 832-9812		
Jefferson Industries Inc	Wh	1030 North Avenue	Des Plaines	Il	60016	(847) 298-7100		
King of Tile Inc	Wh	5360 South Archer Avenue	Chicago	Il	60632	(773) 581-0334		
Lacey-Champion Carpets Inc	Wh	222 Merchandise Mart Plaza #6164	Chicago	Il	60654	(312) 464-0074		
Lees Carpets	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 337-3193		
Mannington Commercial	Fb	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 755-2200		
Master Tile	Fb	1092 Bluff City Blvd	Elgin	Il	60120	(847) 608-1105		
Materials Marketing Corp	Fb	1661 Old Skokie Road	Highland Park	Il	60035	(847) 831-1611		
McKee Enterprises	Wh	1385 East Irving Park Road	Itasca	Il	60143	(630) 773-9566		
Misco-Shawnee Inc	Wh	1200 Lunt Avenue	Elk Grove Village	Il	60007	(630) 378-4678		
Monterey Carpets	Wh	125 South Wacker Drive, Unit 300	Chicago	Il	60606	(312) 214-7171		
Mosaicos Jalisco	Fb	1513 North Pulaski Road	Chicago	Il	60651	(773) 276-8388		
Ozite & Foss Manufacturing Co	Fb	541West Sycamore Street	Vernon Hills	Il	60061	(847) 362-8210		
Patterson Flynn & Martin	Wh	222 Merchandise Mart Plaza #1873	Chicago	Il	60654	(312) 644-3280		
Paul Bunyan Hardwood Center	Wh	3240 Wireton Road	Blue Island	Il	60406	(708) 389-7667		
Precision Ceramic Tile	Rm	6153 West Lawrence Avenue	Chicago	Il	60630	(773) 736-2529		
Pro Marketing Inc	Mr	1350 Bluegrass Lakes Parkway	Alpharetta	GA	30004	(770) 442-2534	(678) 762-7995	www.promarketinginc.com
Prosource of Chicago	Ds	2125 Estes Avenue	Elk Grove Village	Il	60007	(847) 956-8800		
ProSource Wholesale Floorcovering	Wh	2012 Corporate Lane, Unit 136	Naperville	Il	60563	(847) 956-8800	(847) 956-8840	
QBC Sales LLC	Mr	920 Indiana Avenue	Sheboygan	WI	53081	(920) 459-7318	(920) 459-7241	www.qbcsales.com
Richard Anthony company	Mr	ON612 Jacob Drive	Winfield	IL	60190-1182	(630) 665-4855	(630) 665-6915	ranthonico@aol.com
Scott Group	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 321-9121		
Shaw Industries Inc	Wh	699 Supreme Drive	Bensenville	Il	60106	(630) 860-9601		
Sherwin-Williams Carpet	Fb	1351 Howard Street	Elk Grove Village	Il	60007	(847) 228-5660		

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Soft Path Carpet	Wh	1727 Southbridge Court	Schaumburg	Il	60194	(847) 882-3114	(847) 882-3111	
Southland Carpet Supplies	Wh	4939 Wilshire Boulevard	Country Club Hills	Il	60478	(708) 799-2080		
Southland Flooring Supplies	Wh	524 Industrial Drive	Naperville	Il	60563	(630) 527-4960		
Stark Carpet Corp	Wh	222 Merchandise Mart Plaza	Chicago	Il	60654	(312) 329-9043		
Stone Fabrication Ship Inc	Fb	200 West Superior Street, Suite 100	Chicago	Il	60610	(312) 329-1295		
Summitville Chicago Inc	Fb	1101 Lunt Avenue	Elk Grove Village	Il	60007	(847) 439-8820		
Superior Manufacturing Group	Fb	7171 West 65th Street	Chicago	Il	60638	(708) 458-4600		
Tec Specialty Products Inc	Wh	315 South Hicks Road	Palatine	Il	60067	(847) 358-9500		
Tenex Corp	Fb	2400 Arthur Avenue	Elk Grove Village	Il	60007	(847) 439-4020		
Terry Tile & Marble Co.	Rm	468 W 126th. Pl.	Chicago	Il	60628	(773) 785-0797		
Tile Center Inc	Wh	5056 West Fullerton Avenue	Chicago	Il	60639	(773) 637-3700		
Universal Hardwood Flooring Co	Wh	3419 West Hollywood Avenue	Chicago	Il	60659	(773) 478-8103		
W Kurt Kuker Associates Ltd	Mr	1460 Merchandise Mart	Chicago	IL	60654	(312) 527-0192	(312) 527-9330	dzimmermann@wkkltd.com
Walters Tile & Carpet Supply	Wh	2230 Oak Leaf Street	Joliet	Il	60436	(815) 725-8544		
Watson Smith Co	Fb	222 Merchandise Mart Plaza #6.127	Chicago	Il	60654	(312) 337-3202		
Western Linoleum & Carpet	Wh	6108 West Cermak Road	Cicero	Il	60804	(708) 652-6552		
Wood World Hardwood Lumber Center	Wh	2228 North Elston Avenue	Chicago	Il	60614	(773) 227-6700		

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1.5 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR SIDING

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
1st American Builders-Chicago	Rm	4351 West 76th Street Unit 305	Chicago	IL	60652	(773) 581-4400		
A & E Exteriors	Rm	3812 North Richmond Road	McHenry	IL	60050	(815) 385-2859		
A Able Builders Inc	Rm	906 South Roselle Road	Schaumburg	IL	60193	(847) 985-0423		
A B C Seamless Siding	Rm	665 21W Army Trail Road	Addison	IL	60101	(708) 386-3750		
A B C Siding & Home Improvement	Rm	2945 North 78th Court	Elmwood Park	IL	60707	(708) 456-2040		
A B C Siding & Home Improvement	Rm	905 Wedel Lane	Glenview	IL	60025	(847) 486-8242		
A B Taylor Co	Rm	6825 Fieldstone Drive	Burr Ridge	IL	60521	(630) 654-2650		
A Contractor's Gutter Service	Rm	50 East Palatine Road	Palatine	IL	60067	(847) 991-9180		
A D & E Construction Co	Rm	5516 West Fullerton Avenue	Chicago	IL	60639	(773) 637-0446		
A J Construction Co	Rm	854 Tallgrass Drive	Bartlett	IL	60103	(630) 372-5525		
A M B Roofing & Siding	Rm	709 Rose Road	Lake Zurich	IL	60047	(847) 438-7147		
A Vinyl Experts Plus	Rm	5923 Ridge Avenue	Berkeley	IL	60163	(708) 449-3727		
A.B. Taylor Co	Rm	5305 Washington Street	Downers Grove	IL	60515	(630) 964-3197		
A-1 Aluminum	Rm	15013 La Palm Drive	Oak Forest	IL	60452	(708) 388-5377		
A-1 Installation	Rm	3114 11th Street	Winthrop Harbor	IL	60096	(847) 746-8386		
A-1 Professional Exteriors	Rm	5446 North Elston Avenue	Chicago	IL	60630	(773) 736-6239		
AAA Custom Roofing	Rm	1[illegible]71 Industrial Drive	Itasca	IL	60143	(630) 257-3901		
Abbey Builders	Rm	3005 West Irving Park Road	Chicago	IL	60618	(773) 275-8900		
ABC Construction of Lake County	Rm	205 North Green Bay Road	Waukegan	IL	60085	(847) 662-6622		
ABC Seamless Home Improvement	Rm	6210 Lou Street	Crystal Lake	IL	60014	(815) 459-2475		
ABC Seamless of Joliet	Rm	972 Mosby Court	Joliet	IL	60431	(815) 725-9455		
ABSCO	Rm	1470 Mark Street	Elk Grove Village	IL	60007	(847) 595-8110		
Accurate Gutter Co	Rm	1241 9th Avenue	Melrose Park	IL	60160	(708) 681-8559		
Accurate Home Improvements	Rm	2013 Morcambe Bay Drive	New Lenox	IL	60451	(708) 614-0062		

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Ace General Contractors	Rm	4012 West Bertau Avenue	Chicago	IL	60641	(773) 545-7242		
Acme Home Improvement Specialist	Rm	113 McHenry Road	Wheeling	IL	60090	(847) 808-9523		
Acorn Aluminum	Rm	4830 West 91st Street	Oak Lawn	IL	60453	(708) 423-6261		
Adams R J Construction	Rm	13014 Greenwood Avenue	Blue Island	IL	60406	(708) 388-1120		
Adept Construction	Rm	300 East Plymouth Street	Villa Park	IL	60181	(630) 782-9736		
Adler Construction	Rm	250 North LaLonde Avenue	Lombard	IL	60148	(630) 691-8839		
Adler Warehouse & Sales Inc	Wh	1620 East Cass Street	Joliet	IL	60432	(815) 726-5248		
Adtim Builders	Rm	7808 West College Drive	Palos Heights	IL	60463	(708) 923-9080		
Advanced Windows & Siding	Wh	28W671 Garys Mill Road	Winfield	IL	60190	(630) 231-5390		
AEI Construction Service	Rm	10121 Ridgeland Avenue	Chicago Ridge	IL	60415	(708) 425-0007		
Aero Roofing & Siding	Rm	5137 South Luna Avenue	Chicago	IL	60638	(773) 581-1880		
Affett Construction	Rm	2836 Chicago Road	South Chicago Heights	IL	60411	(708) 755-0636		
A-Frame Remodeling	Rm	251 North Fairfield Avenue	Lombard	IL	60148	(630) 253-1810		
Air Seal of Chicagoland	Rm	5430 North Milwaukee Avenue	Chicago	IL	60630	(773) 763-2161		
Air Seal Siding & Windows	Rm	1776 Rand Road	Des Plaines	IL	60016	(847) 392-2221		
Airetite Home Improvement Co Inc	Rm	6611 Cermak Road	Berwyn	IL	60402	(708) 963-6100		
Alan Roofing Inc	Rm	8250 Mulberry Court	Palos Hills	IL	60465	(708) 423-6500		
Albar Products Inc	Rm	114 Higgins Road	Park Ridge	IL	60068	(847) 825-7547		
Albers Exteriors	Rm	1220 Greenridge Avenue	Algonquin	IL	60102	(847) 458-9785		
Alcoa Building Products	Wh	1841 Auburn Avenue	Naperville	IL	60565	(630) 527-9050		
All American Exteriors	Rm	1412 West Downer Place	Aurora	IL	60506	(630) 859-2746		
All American Exteriors	Rm	18322 Pond View Court	Tinley Park	IL	60477	(708) 429-2219		
All City Remodeling	Rm	2350 West Grand Avenue	Chicago	IL	60612	(312) 997-2489		
All Season Siding & Windows	Rm	5435 North Central Avenue	Chicago	IL	60630	(773) 774-1600		
All Star Products Inc	Fb	3342 Commercial Avenue	Northbrook	IL	60062	(847) 564-0780		
All Steel Building Sales Co	Wh	4650 West 120th Street	Alsip	IL	60803	(773) 568-1126		
Allen Jerry Enterprises	Rm	3813 Leominster Avenue	Joliet	IL	60431	(815) 729-2793		
Allen Remodeling	Rm	907 Pershing Avenue	Wheaton	IL	60187	(630) 681-9941		

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All-Line Construction	Rm	ONO57 Page Street	Winfield	IL	60190	(630) 665-4443		
Allside Supply Center	Wh	10441 Beaudin Boulevard	Woodridge	IL	60517	(630) 985-0676		
All-Weather Aluminum Service	Rm	801 Jackson Street	Aurora	IL	60505	(630) 898-6857		
Alside Supply Center	Wh	2500 Vantage Drive	Elgin	IL	60123	(847) 426-2552		
Alside Supply Center	Wh	1470 Mark Street	Elk Grove Village	IL	60007	(847) 595-2810		
Alside Supply Center	Wh	354 West Armory Drive	South Holland	IL	60473	(708) 333-2140		
Amazing Siding	Rm	800 Roosevelt Road	Glen Ellyn	IL	60137	(630) 858-3000		
American Brands Home Improvement Inc	Rm	5321 South Normandy Avenue	Chicago	IL	60638	(773) 585-1515		
American Classic Exteriors Inc	Rm	7 West Wise Road	Schaumburg	IL	60193	(847) 352-2239		
American Dreams Siding & Windows Inc	Rm	2946 River Road	River Grove	IL	60171	(708) 456-2382		
American Exteriors Inc	Rm	1 1st Bank Plaza	Lake Zurich	IL	60047	(847) 438-9982		
American Home Remodelers Inc	Rm	400 West 76th Street	Chicago	IL	60620	(773) 846-0300		
Anderson Siding	Rm	318 Dunbar Road	Wauconda	IL	60084	(847) 526-3051		
Andy's Custom Gutters Inc	Rm	9227 Linder Avenue	Skokie	IL	60077	(847) 581-9354		
Andy's Custom Gutters Inc	Rm	7525 Keeler Avenue	Skokie	IL	60076	(847) 677-9974		
Apple Gutters	Rm	310 South Water Street	Batavia	IL	60510	(630) 879-8871		
Apple Siders	Rm	222 Bowman Street	Saint Charles	IL	60174	(630) 443-1067		
AQ Construction Inc	Rm	1316 Saint Charles Drive	Lockport	IL	60441	(815) 836-0297		
Architectural Additions Inc	Rm	1120 Central Avenue	Wilmette	IL	60091	(847) 256-6778		
Armor-Lite Corp	Rm	6242 West Belmont Avenue	Chicago	IL	60634	(773) 286-0900		
Arrow Enterprises	Rm	21065 Walton Road	Wilmington	IL	60481	(815) 473-9598		
Artisan	Rm	101 North Boulevard	McHenry	IL	60050	(800) 582-4041		
Art's Exteriors	Rm	134 Tower Hill Road	Gilberts	IL	60136	(847) 426-5077		
Aspen Exterior Co	Rm	1812 Glenview Road	Glenview	IL	60025	(847) 486-1600		
Aspen Exterior Co	Rm	1051 Rohlwing Road	Rolling Meadows	IL	60008	(847) 705-9400		
Astro Exteriors Inc	Rm	218 East Bailey Road	Naperville	IL	60565	(630) 357-7730		
August Aluminum	Rm	665 Catalpa Lane	Bartlett	IL	60103	(630) 213-1301		

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Award Exteriors	Rm	ON413 Old Kirk Road	West Chicago	IL	60185	(630) 232-9267		
B & B Quality Home Improvements Inc	Rm	9838 South Roberts Road	Palos Hills	IL	60465	(708) 430-0368		
B & W Aluminum	Rm	4600 West 79th Place	Chicago	IL	60652	(773) 735-0312		
B D Romano's Aluminum Exteriors	Rm	1308 Sea Biscuit Lane	Hanover Park	IL	60103	(630) 213-2997		
B Harrigan Siding Co	Rm	23 Grand Central Lane	Schaumburg	IL	60193	(847) 524-5488		
Balawender Exterior & Window Co	Rm	415 West Golf Road	Arlington Heights	IL	60005	(847) 228-1151		
Barry Aluminum Inc	Rm	13 West Naperville Road	Westmont	IL	60559	(630) 963-0925		
Beacon Home Builders	Rm	3516 North Paulina Street	Chicago	IL	60657	(773) 665-8267		
Bell Builders Inc	Rm	9930 Derby Lane	Westchester	IL	60154	(708) 681-4600		
Belmont Builders Inc	Rm	2849 West Belmont Avenue	Chicago	IL	60618	(773) 561-1556		
Best Way Windows Doors & More Inc	Rm	5609 Walnut Avenue	Downers Grove	IL	60516	(630) 968-2222		
Bill's Builders	Rm	23861 South Patterson Road	Elwood	IL	60421	(815) 478-3050		
Bill's Builders	Rm	26216 South Cherry Hill Road	Manhattan	IL	60442	(815) 478-9930		
Boekeloo Aluminum	Rm	601 North Wms	Thornton	IL	60476	(708) 877-6560		
Bone Roofing Supply Inc	Wh	1950 North Narragansett Avenue	Chicago	IL	60639	(773) 237-9740		
Borelli Construction	Rm	15748 West Arsenal Road	Manhattan	IL	60442	(815) 478-4661		
Bradco Supply Corporation	Wh	1141 West Vermont Avenue	Riverdale	IL	60827	(708) 396-1414		
Brady Aluminum and Remodeling	Rm	323 South Michagan Avenue	Villa Park	IL	60181	(630) 833-3440		
Brandt Construction	Rm	955 Lucerne Court	Mundelein	IL	60060	(847) 837-8095		
Brassil Construction	Rm	15808 West 138th Street	Lockport	IL	60441	(815) 834-0505		
Brighton Enterprises	Wh	852 Commerce Parkway	Carpentersville	IL	60110	(847) 836-0824		
Brooks Brothers Universal Service	Rm	4231 West Madison Street	Chicago	IL	60624	(773) 265-0586		
Brookside Home Improvement	Rm	536 Circle Avenue	Forest Park	IL	60130	(708) 366-8921		
Brothers Siding & Window Company	Rm	3615 Ridge Road	Lansing	IL	60438	(708) 895-0806		
Brunton & Associates Home Improvers Inc	Rm	29W585 Batavia Road	Warrenville	IL	60555	(630) 393-9109		
Budget Siding Co	Rm	6232 North Pulaski Road Unit 101	Chicago	IL	60646	(773) 283-9200		

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Builder's Aluminum Serv	Wh	29W002 Main Street	Warrenville	IL	60555	(630) 393-9811		
Builders Square Installed Sales Office	Rm	9000 West Golf Road	Niles	IL	60714	(847) 827-2790		
Buy Right Quality Windows & Siding	Rm	17 South Howard Avenue	Roselle	IL	60172	(630) 924-9700		
Byus Construction Co	Rm	16602 Crawford Avenue	Markham	IL	60426	(708) 596-8200		
C & M Roofing and Construction	Rm	223 Malibu Drive	Bolingbrook	IL	60440	(630) 783-9690		
C & R Home Improvements Inc	Rm	370 West Dundee Road	Wheeling	IL	60090	(847) 537-7663		
C W Hamm & Associates Inc	Mr	PO Box 72097	Roselle	IL	60172	(630) 529-1830	(630) 529-1832	
Cal Park Builders	Rm	13667 Western Avenue, Trailer 44	Blue Island	IL	60406	(708) 267-8306		
Capricorn Siding Co	Rm	22005 Ridgeway Avenue	Richton Park	IL	60471	(708) 481-7782		
Caron Construction Co	Rm	2210 9th Parkway	Waukegan	IL	60085	(847) 360-8110		
Castle Exterior Remodeling	Rm	820 North Loomis Street	Naperville	IL	60563	(630) 416-9176		
Castle Exteriors	Rm	3824 147th Street	Midlothian	IL	60445	(708) 597-9171		
Castle Point Construction	Rm	1309 Summit, Suite 1	Plano	IL	60545	(847) 395-5702		
Cedar Components Inc	Wh	2390 United Lane	Elk Grove Village	IL	60007	(847) 766-7683		
Cedar Components Inc	Wh	50 South Street	North Aurora	IL	60542	(708) 652-1440		
Certainteed	Rm	5320 West Roscoe Street	Chicago	IL	60641	(773) 736-0015		
Charles Gluth & Son Roofers	Rm	6234 Indianapolis Boulevard	Chicago Heights	IL	60411	(708) 244-5884		
Chicago Builders	Rm	544 West Roosevelt Road	Chicago	IL	60607	(312) 226-3939		
Chicago Panel Systems Inc	Wh	730 North Edgewood Avenue	Wood Dale	IL	60191	(630) 595-9916		
Chicago Siding Co	Rm	7717 West Peterson Avenue	Chicago	IL	60631	(773) 594-0708		
Clarendon Hills Aluminum Service	Rm	5650 South Washington Street	Hinsdale	IL	60521	(630) 325-9833		
Clark Richard	Rm	324 South Washington Street	Naperville	IL	60540	(630) 420-1962		
Classic Exteriors & Windows Co	Rm	830 South Buffalo Grove Road	Buffalo Grove	IL	60089	(847) 465-4040		
Classic Renovations	Rm	855 West Chicago Street	Elgin	IL	60123	(847) 289-1836		
Clifford Replacement Windows	Rm	1319 Prairie Avenue	Mount Prospect	IL	60056	(847) 481-0128		
Complete Home Improvement Masters Inc	Rm	571 Salceda Lane	Mundelein	IL	60060	(847) 949-0345		
Complete Supply Inc	Fb	16W281 79th Street	Hinsdale	IL	60521	(630) 325-9044		

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Cornerstone Windows & Siding	Rm	2707 Leverenz Road	Naperville	IL	60564	(630) 922-4477		
Corsini Construction Inc	Rm	9800 West 167th Street	Orland Park	IL	60467	(708) 403-4099		
C-Perkins Quality Exteriors	Rm	26265 West Marie Avenue	Antioch	IL	60002	(847) 573-9886		
Crafter Corporation	Rm	1252 West 127th Street	Calumet Park	IL	60827	(708) 389-6088		
Creative Exterior Concepts	Rm	421 East Oakwood Drive	Barrington	IL	60010	(847) 526-3700		
Creative Exteriors Inc	Rm	7714 North Eastlake Terrace	Chicago	IL	60626	(773) 973-3000		
Creative Horizons International Inc	Rm	101 South Pine Street	Mount Prospect	IL	60056	(847) 577-7100		
Custom Exteriors Inc	Rm	1001 South Batavia Avenue	Batavia	IL	60510	(630) 879-8999		
Custom Pro Remodeling Inc	Rm	155 Howard Street	East Dundee	IL	60118	(847) 428-4444		
Custom Weather Stripping	Rm	10300 South Cicero Avenue	Oak Lawn	IL	60453	(708) 424-3377		
D & D Contracting Inc	Rm	6710 Silver Lake Road	Cary	IL	60013	(847) 516-2087		
D & G Exteriors Inc	Rm	34W596 Courier Avenue	Saint Charles	IL	60174	(847) 741-0792		
D & L Construction	Rm	1232 North Channel Drive	Round Lake Beach	IL	60073	(847) 546-3403		
DA Sales & Marketing Inc	Mr	418 Timbers Place	St. Charles	IL	60174-1191	(630) 584-7546	(630) 584-7546	dasale1@aol.com
Dan's Home Restoration	Rm	74 North Main Street	Oswego	IL	60543	(630) 554-4078		
Davis Roofing Inc	Rm	8243 South 86th Avenue	Justice	IL	60458	(708) 458-7485		
Davis Roofing Inc	Rm	13341 Southwest Highway	Orland Park	IL	60462	(708) 448-0030		
Decking & Siding Co	Rm	568 West Winthrop Avenue	Addison	IL	60101	(630) 543-5080		
Dell-Mfg-Supply Co Inc	Wh	104 Gateway Road	Bensenville	IL	60106	(800) 242-0106		
Dell-Mfg-Supply Co Inc	Wh	10 West Belvidere Road	Round Lake Park	IL	60073	(847) 546-9191		
Dependon Exteriors Inc	Rm	6835 West Higgins Avenue	Chicago	IL	60656	(773) 286-8600		
Diamond Home Services	Rm	5030 West Lawrence Avenue	Chicago	IL	60630	(773) 286-6768		
Dickson Contractors Inc	Rm	526 South Arthur Avenue	Arlington Heights	IL	60005	(847) 577-8730		
Domich Construction	Rm	710 Washington Street	West Dundee	IL	60118	(847) 426-5765		
Dover Building Supply	Wh	430 Keller Drive	Park City	IL	60085	(847) 249-7670		
Drain King	Rm	1399 Plainfield Road	Joliet	IL	60435	(815) 741-9291		
Dyna-Flo	Rm	954 Fremont Street	Bartlett	IL	60103	(630) 289-2224		
Dynamic Exteriors	Rm	4815 West Belle Plaine Avenue Unit 303	Chicago	IL	60641	(312) 671-8261		

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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
E G Installation Company	Rm	631 Howard Avenue	Des Plaines	IL	60018	(847) 390-0087		
E W Murphy & Associates	Rm	4626 West Grace Street	Chicago	IL	60641	(773) 481-0919		
Eagle Siding Co	Rm	26611 North East Lake Shore Drive	Wauconda	IL	60084	(847) 526-7222		
East Side Roofing Plus	Rm	620 Norton Avenue	Joliet	IL	60432	(815) 722-9867		
Eck R & Son	Rm	7221 Roosevelt Road	Forest Park	IL	60130	(708) 771-3010		
Eckert Construction	Rm	28733 West Ravine Drive	Barrington	IL	60010	(847) 382-4471		
Emerald Exteriors	Rm	307 1/2 Ogden Avenue	Westmont	IL	60559	(630) 969-1905		
Erdmann Exteriors	Rm	3909 Wren Lane	Rolling Meadows	IL	60008	(847) 394-3495		
Etruscan Gutters & Roofing Inc	Rm	1564 Oakwood Avenue	Highland Park	IL	60035	(847) 926-0085		
Euclid Roofing & Siding Inc	Rm	1626 East Dogwood Lane	Mount Prospect	IL	60056	(847) 297-4824		
Evans Jim Contractors Inc	Rm	4846 Butterfield Road	Hillside	IL	60162	(708) 449-0414		
Evergreen Door & Windows	Rm	3521 West 95th Street	Evergreen Park	IL	60805	(708) 423-1720		
Everlast Exteriors Ill Inc	Rm	5875 North Lincoln Avenue Unit 125	Chicago	IL	60659	(773) 728-2222		
Excel Development Group	Rm	544 South 4th Street	Aurora	IL	60505	(630) 906-6759		
Expo 2000 Ltd	Rm	661 Glenn Avenue	Wheeling	IL	60090	(847) 520-1672		
Exterior Designer Specialists	Rm	4699 Auvergne Avenue	Lisle	IL	60532	(630) 357-4595		
Exterior Remodeling Inc	Rm	1832 22nd Avenue	Melrose Park	IL	60160	(708) 788-9255		
Exterior Resource	Rm	853 East Wilson Street	Batavia	IL	60510	(630) 482-3487		
Exterior Resource	Rm	518 Joliet Street	West Chicago	IL	60185	(630) 293-7314		
Faillo's Exteriors	Rm	227 North Harvard Avenue	Villa Park	IL	60181	(630) 782-9767		
Family Pride Contractors	Rm	2117 West Weathersfield Way	Schaumburg	IL	60193	(847) 985-4545		
Fenili Janet	Rm	910 Westwood Avenue	Joliet	IL	60436	(815) 744-1186		
Fidelity Construction Co Inc	Rm	4350 South Kedvale Avenue	Chicago	IL	60632	(773) 523-8080		
Fidelity Construction Co Inc	Rm	6140 South Central Avenue	Chicago	IL	60638	(773) 838-1600		
First Siding and Windows	Wh	2826 North Natoma Avenue	Chicago	IL	60634	(773) 637-8923		
Formica Roofing & Siding	Rm	1559 South Lake Shore Drive	Chicago	IL	60605	(773) 258-3206		
Foster Aluminum Exteriors	Rm	14931 Lavergne Avenue	Oak Forest	IL	60452	(708) 687-8866		
Fox Valley Exteriors Inc	Rm	1621 Weld Road	Elgin	IL	60123	(847) 741-3950		

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Frank Felde & Son Inc	Rm	1614 North Drive	McHenry	IL	60050	(815) 759-9496		
Frank Felde & Son Inc	Rm	915 West Ringwood Road	McHenry	IL	60050	(847) 497-3779		
Franklin Exteriors	Rm	3305 South Highway 31	Crystal Lake	IL	60012	(815) 459-6935		
Freeman, James A.	Rm	15 North Western Avenue	Carpentersville	IL	60110	(847) 428-8117		
Future Windows Inc.	Rm	303 West Oneida Avenue	Bartlett	IL	60103	(630) 830-5201		
Gans Construction Inc	Rm	506 Ruby Street	Joliet	IL	60435	(815) 727-6449		
Gem Exteriors Inc	Rm	21797 West Route 176	Mundelein	IL	60060	(847) 837-9955		
Gemco Roofing & Building Supply Inc	Wh	2601 Van Buren Street	Bellwood	IL	60104	(708) 544-1444		
General Roofing & Supply Co Inc	Wh	7525 South Claremont Avenue	Chicago	IL	60620	(773) 776-1340		
Gildo Home Improvement	Rm	1000 East 31st Street	La Grange Park	IL	60526	(708) 562-8378		
Glaser & Sons Inc	Rm	1202 Cheever Avenue	Geneva	IL	60134	(630) 232-2662		
Global Improvement Construction	Rm	4935 West LeMoyne Street	Chicago	IL	60651	(773) 626-6270		
Globe Exteriors	Rm	818 South Westwood Avenue	Addison	IL	60101	(630) 628-7381		
Globe Exteriors	Rm	1722 Sheridan Road	North Chicago	IL	60064	(847) 785-0670		
Glossop Roofing & Siding Incorporated	Rm	1201 Watson Street	Aurora	IL	60505	(630) 898-6030		
Golden Eagle Construction	Rm	5840 West School Street	Chicago	IL	60634	(773) 545-2180		
Great American Exteriors Inc	Rm	478 Spring Road	Elmhurst	IL	60126	(630) 279-2222		
Greater Remodeling Services Inc	Rm	2350 West Grand Avenue	Chicago	IL	60612	(312) 733-4477		
Green Sheet Metal & Roofing Inc	Rm	2711 Ridgeland Avenue	Berwyn	IL	60402	(708) 484-5114		
GRYC Construction	Rm	1550 South Benton Street	Palatine	IL	60067	(847) 303-9830		
Gust Martin A Contractors	Rm	2900 Spaulding Avenue	Waukegan	IL	60085	(847) 662-7995		
Hall Claud Sheet Metal Works	Rm	5205 South Wabash Avenue	Chicago	IL	60615	(773) 285-0710		
Hampton Builders	Rm	4227 Florence Avenue	Downers Grove	IL	60515	(630) 960-3637		
Hanion's Home Improvements	Rm	15530 Cicero Avenue	Oak Forest	IL	60452	(708) 532-2331		
Harris Exteriors Inc	Rm	6987 Glenwood Lane	Hanover Park	IL	60103	(630) 372-7050		
Hartland Construction	Rm	120 Lageschulte Street	Barrington	IL	60010	(847) 842-9300		
Hartland Construction	Rm	100 Oakwood Road	Lake Zurich	IL	60047	(847) 735-7100		

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Hensley Jim L	Rm	731 South Raynor Avenue	Joliet	IL	60436	(815) 725-0451		
Heritage Remodeling	Rm	5342 South Mason Avenue	Chicago	IL	60638	(773) 735-1854		
Herzing Installations Inc	Rm	205 West University Drive	Arlington Heights	IL	60004	(847) 392-7551		
Hi Grade Siding Inc	Rm	2804 West Belmont Avenue	Chicago	IL	60618	(773) 509-1611		
Hi Tec Roofing Service	Fb	10121 Ridgeland Avenue	Chicago Ridge	IL	60415	(708) 424-8500		
Highland Home Improvements	Rm	4962 North Milwaukee Avenue	Chicago	IL	60630	(773) 283-5700		
Hoehn's Vinyl Replacement Windows	Rm	15911 West Arsenal Road	Manhattan	IL	60442	(815) 478-4815		
Hogan Roofing Co	Rm	765 Duffy Drive	Crystal Lake	IL	60014	(815) 477-9189		
Home Roofing Company	Rm	657 Herkimer Street	Joliet	IL	60432	(815) 722-8773		
Home Roofing Inc	Rm	3104 Holeman Avenue	Steger	IL	60475	(708) 755-0818		
Homecare Home Maintenance Inc	Rm	4551 North Kostner Avenue	Chicago	IL	60630	(773) 736-2106		
Homemasters	Rm	23W600 Woodworth Place	Roselle	IL	60172	(630) 351-9066		
Hoover Aluminum Siding	Rm	9780 West Marguerite Lane	Zion	IL	60099	(847) 623-6600		
Hornak Home Improvement Windows & doors	Rm	14 West Miner Street	Arlington Heights	IL	60004	(847) 392-9876		
House of Vinyl Ltd	Ds	910 Riverside Drive Unit 8	Elmhurst	IL	60126	(630) 782-9000		
Howie's Siding	Rm	5412 Highland Drive	McHenry	IL	60050	(847) 497-3632		
I State Lumber Co	Fb	2835 South State Street	Lockport	IL	60441	(815) 726-5006		
Illiana Roofing	Rm	605 Reed	Beecher	IL	60401	(708) 946-2895		
Illinois Energy Contractors Inc	Rm	58 Eisenhower Lane North	Lombard	IL	60148	(630) 627-2000		
Illinois Exteriors	Rm	466 Roosevelt Road	Glen Ellyn	IL	60137	(630) 462-2388		
J & J Aluminum	Rm	801 Donoho Avenue	Beecher	IL	60401	(708) 946-6090		
J & J Aluminum	Rm	553 East 158th Street	South Holland	IL	60473	(708) 339-6030		
J & J Cedar Works	Rm	269 Stillwell Road	Villa Park	IL	60181	(630) 782-6761		
J B & Company	Rm	37 Deerpath Road	Barrington	IL	60010	(847) 540-5776		
J Grenman	Rm	2256 Countryside Drive	Montgomery	IL	60538	(630) 258-8487		
J W Skutnik Construction	Rm	60 West Terra Cotta Avenue	Crystal Lake	IL	60014	(847) 891-4775		
Jackson Insulation Co	Rm	4508 East Crystal Lake Avenue	Crystal Lake	IL	60014	(847) 658-3369		
JD & Associates	Mr	10724 Overlook Court	Fishers	IN	46038	(317) 842-0388	(317) 842-	

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							0388	
Jeff's Aluminum	Rm	1270 East Reichert Drive	Crete	IL	60417	(708) 672-0487		
Jerry McCure Remodeling	Rm	1315 Nicholson Street	Joliet	IL	60435	(815) 838-3899		
JGH Construction	Rm	1321 Elm Drive	Schaumburg	IL	60194	(847) 310-1350		
JKS Siding	Rm	17706 Foxboro Lane	Lockport	IL	60441	(815) 463-1745		
Jolly Construction	Rm	1209 North Center Street	Joliet	IL	60435	(815) 722-3746		
Jones & Salgado Roofing & Home Remodeling	Rm	4748 South Lotus Avenue	Chicago	IL	60638	(773) 586-8621		
Jones Roofing & Siding	Rm	2105 Lorraine Avenue	Joliet	IL	60433	(815) 722-2140		
Joseph James Enterprises Inc	Rm	711 Devon Avenue	Park Ridge	IL	60068	(847) 692-9113		
Kaspar Custom Builders	Rm	706 Walter Drive	New Lenox	IL	60451	(815) 485-1599		
Kennedy Gordon R	Rm	38536 North Munn Road	Lake Villa	IL	60046	(847) 356-3440		
King's Aluminum Product The	Rm	25950 Duchess Lane	Crete	IL	60417	(708) 672-4663		
Klyczek John Construction	Rm	3045 Euclid Drive	South Chicago Heights	IL	60411	(708) 755-2594		
Knights Armor Siding Co	Rm	26825 North US Highway 12	Wauconda	IL	60084	(847) 526-8990		
Kruspe G L	Rm	329 West Morris Avenue	Lombard	IL	60148	(630) 629-8256		
Kruze John & Sons	Rm	19W681 109th Street	Lemont	IL	60439	(630) 972-1168		
La Grange Home Improvement	Rm	505 South La Grand Road	La Grange	IL	60525	(708) 354-5677		
Lake Cook Exteriors Inc	Rm	330 West Colfax Street	Palatine	IL	60067	(847) 776-8473		
Lakefront Roofing Supply	Fb	2360 West Wolfram Street	Chicago	IL	60618	(773) 252-1812		
Lakefront Roofing Supply	Fb	5242 North Elston Avenue	Chicago	IL	60630	(773) 282-1811		
Lakefront Roofing Supply	Fb	2950 North Western Avenue	Chicago	IL	60618	(773) 509-0400		
Lakefront Roofing Supply	Fb	2100 South Western Avenue	Chicago	IL	60608	(773) 869-9713		
Lapelusa Home Improvement Inc	Rm	6622 North Milwaukee Avenue	Niles	IL	60714	(847) 647-9900		
Lewis Supply Co	Wh	901 West Lake Street	Melrose Park	IL	60160	(773) 261-5111		
Lindholm Roofing	Rm	211 Landis Lane	Deerfield	IL	60015	(847) 945-0971		
Lindholm Roofing	Rm	36 South Fairview Avenue	Park Ridge	IL	60068	(847) 825-3232		
Lindholm Roofing Co	Rm	3588 North Milwaukee Avenue	Chicago	IL	60641	(773) 478-2112		

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Litt Aluminum & Sheet Metal	Rm	7063 Franklin Street	Forest Park	IL	60130	(708) 366-4720		
Litt Aluminum & Sheet Metal	Rm	10701 Dorchester Street	Westchester	IL	60154	(708) 492-0962		
LMS Home Improvements	Rm	120 Southwest Circle Drive	Joliet	IL	60433	(815) 727-3370		
LoBlue Carpentry	Rm	18548 Morris Avenue	Homewood	IL	60430	(708) 799-2486		
London Building & Supply	Wh	8105 North US Highway 14	Harvard	IL	60033	(815) 943-7468		
Lorrand Home Services Inc	Rm	900 Ogden Avenue	Downers Grove	IL	60515	(630) 531-6300		
M & R Home Improvement	Rm	8133 Alabama Avenue	Clarendon Hills	IL	60514	(630) 323-3322		
M & S Seamless Gutters	Rm	23800 South Loomis Street	Crete	IL	60417	(708) 755-7240		
M D Construction	Rm	740 Talma Street	Aurora	IL	60505	(630) 499-1233		
MacKnight, D.J.	Rm	11N612 Win Haven Drive	Elgin	IL	60123	(847) 697-2227		
Magic Siding & Windows	Rm	2803 Deering Bay	Naperville	IL	60564	(630) 904-7200		
Magic Siding Windows & Decks	Rm	906 Lacey Avenue	Lisle	IL	60532	(630) 725-9388		
Main Stream Construction Inc	Rm	343 Miami Street	Park Forest	IL	60466	(708) 283-1009		
Mancione Improvements Ltd	Rm	5707 Leitch Avenue	Countryside	IL	60525	(708) 352-9188		
Mandel Construction	Rm	1325 Mandel Avenue	Westchester	IL	60154	(708) 562-2283		
Maneski Peter Construction	Rm	1111 West Webster Avenue	Chicago	IL	60614	(773) 348-6820		
Manso Construction	Rm	3 Poplar Court	Buffalo Grove	IL	60089	(847) 459-3710		
Markiewicz Construction Co	Rm	7171 West Gunnison Street	Harwood Heights	IL	60706	(708) 867-8677		
Markiewicz Construction Co	Rm	21W549 North Avenue	Lombard	IL	60148	(630) 792-1617		
Mark's Tuckpointing and Remodeling	Rm	3656 North Cicero Avenue	Chicago	IL	60641	(773) 777-2588		
Marshall Brothers Inc	Rm	29870 North Skokie Highway	Lake Bluff	IL	60044	(847) 234-3043		
Marshall Wiedenhoeft Construction Company Inc	Rm	2817 Kama Avenue	McHenry	IL	60050	(815) 385-1476		
Master Home Improvements	Rm	464 Douglas Avenue	Elgin	IL	60120	(847) 622-0865		
Master Klad	Rm	2427 Covert Road	Glenview	IL	60025	(847) 724-7472		
Masters Siding & Window	Rm	211 Beatrice Avenue	Saint Charles	IL	60174	(630) 377-3995		
Maya Construction	Rm	2640 West Touhy Avenue	Chicago	IL	60645	(773) 274-1300		
Maya Construction	Rm	8629 Hamlin Avenue	Skokie	IL	60076	(847) 982-6051		
McCallum Exteriors	Rm	12010 South Aero Drive	Plainfield	IL	60544	(815) 436-6883		

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McCann Window & Exteriors Inc	Rm	440 Lake Cook Road	Deerfield	IL	60015	(847) 317-1313		
McDowel Home Improvers Inc	Rm	450 67th	Darien	IL	60561	(630) 323-1529		
McDowell Exteriors & Remodeling	Rm	440 South 3rd Street	Saint Charles	IL	60174	(630) 584-2255		
Meeder Industries of Ill	Rm	5535 West Montrose Avenue	Chicago	IL	60641	(773) 282-1770		
Mega Home Improvement	Rm	427 South Harrison Street	Algonquin	IL	60102	(847) 658-9068		
Merit Building Supply	Wh	191 Ambrogio Drive	Gurnee	IL	60031	(847) 662-1900		
Merit Installation Service	Rm	34739 North Hunt Club Road	Gurnee	IL	60031	(847) 360-1985		
Michael & Sons Construction	Rm	9151 Del Prado Drive	Palos Hills	IL	60465	(708) 430-9720		
Midwest Metals	Wh	100 Industrial Drive	Gilberts	IL	60136	(847) 428-9472		
Midwest Siding Inc	Rm	3812 North Sayre Avenue	Chicago	IL	60634	(773) 777-6696		
Midwest Siding Supply	Wh	244 South River Street	Aurora	IL	60506	(630) 897-2333		
Midwest Siding Supply	Wh	2655 West 48th Street	Chicago	IL	60632	(773) 927-5851		
Midwest Windows & Siding	Rm	515 Park Road	Lakemoor	IL	60050	(815) 344-6849		
Midwest Windows & Siding	Rm	2025 Olde Mill Lane	McHenry	IL	60050	(815) 344-7725		
Mighty MAC Midwest	Rm	8355 East 1425 North Road	Lockport	IL	60441	(217) 443-2784		
Mikkila Brothers	Rm	13919 West Yorkhouse Road	Waukegan	IL	60087	(847) 244-4552		
Mikowski Construction	Rm	5815 West 100th Place	Oak Lawn	IL	60453	(708) 425-0021		
Minnex J J & Sons Inc	Rm	412 West Meadow Avenue	Lombard	IL	60148	(630) 627-3208		
Mitch & Sons Siding Co	Rm	1118 Oakleaf Avenue	McHenry	IL	60050	(815) 385-4628		
Mode Inc	Rm	1745 Evergreen Lane	Park Ridge	IL	60068	(847) 696-0500		
Molthan Henry W & Son	Rm	21349 Locust Street	Matteson	IL	60443	(708) 748-1892		
Monarch Roofing Co	Rm	13747 Western Avenue	Blue Island	IL	60406	(708) 371-4500		
Montgomery Ward Home Improvements	Rm	7161 North Cicero Avenue	Lincolnwood	IL	60712	(847) 676-2400		
Mr Bricks	Rm	1111 West Webster Avenue	Chicago	IL	60614	(773) 296-1815		
Muller Exteriors Inc	Rm	20503 North Rand Road	Palatine	IL	60074	(847) 550-9536		
Nagel Siding & Gutters	Rm	502 North Roberts Drive	Glenwood	IL	60425	(708) 754-2973		
Naperville Roofing & Construction Inc	Rm	3939 Morton Avenue	Downers Grove	IL	60515	(630) 355-8610		

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Nastepniak Construction	Rm	1209 North Broadway Street	Joliet	IL	60435	(815) 726-9186		
National Restoration Specialists	Rm	309 North Lake Street	Mundelein	IL	60060	(847) 566-4140		
New Home Exteriors Inc	Rm	554 East Burnett Road	Island Lake	IL	60042	(847) 487-4337		
Neways	Rm	134 Tower Hill Road	Gilberts	IL	60136	(847) 426-5033		
Newbold Siding & Remodeling	Rm	7705 Newbold Road	Cary	IL	60013	(847) 639-7576		
New-Concepts Window Co	Rm	444 Lake Cook Road	Deerfield	IL	60015	(847) 236-9611		
New-Concepts Window Co	Rm	307 South Milwaukee Avenue	Wheeling	IL	60090	(847) 215-9265		
Newport Construction Services	Rm	26W515 Saint Charles Road	Carol Stream	IL	60188	(630) 681-8691		
Nichols Aluminum Siding	Rm	64 North Smith Street	Aurora	IL	60505	(630) 898-0705		
Noble Construction	Rm	578 Somerset Lane	Crystal Lake	IL	60014	(815) 459-8769		
North Central Roofing & Siding Inc	Rm	22236 West Morton Drive	Lake Villa	IL	60046	(847) 356-2222		
Northern Air Aluminum Inc	Rm	370 East Prairie Street	Crystal Lake	IL	60014	(815) 477-2341		
Northern Illinois Vinyl	Rm	1611 North Woodlawn Park Avenue	McHenry	IL	60050	(815) 385-5117		
Northern Illinois Vinyl Distributors	Rm	5114 North West Street	McHenry	IL	60050	(847) 398-8337		
Norwood Service	Rm	6655 North Avondale Avenue	Chicago	IL	60631	(773) 631-1555		
Novy's Windows Doors & Siding	Rm	9515 Ogden Avenue	Brookfield	IL	60513	(708) 485-6689		
Oldendorf Roofing & Siding	Rm	128 West 34th Street	Steger	IL	60475	(708) 754-9084		
Original Wilson Installations Corp The	Rm	2321 North Quentin Road	Palatine	IL	60074	(847) 991-4442		
Otero Quality Siding	Rm	506 South Fulton Avenue	Waukegan	IL	60085	(847) 360-0394		
Ovaska Siding & Window	Rm	35370 North Skokie Highway	Gurnee	IL	60031	(847) 623-0888		
Perfect Siding Corp	Rm	230 South Dearborn Street	Chicago	IL	60604	(312) 566-0104		
Perfect Siding Inc	Rm	1111 West Webster Avenue	Chicago	IL	60614	(773) 929-5000		
Permoseal	Rm	100 Oakwood Road	Lake Zurich	IL	60047	(847) 277-7660		
Phillips Exteriors	Rm	16 Cedar Avenue	Saint Charles	IL	60174	(630) 584-7741		
Pierce Wholesale Roofing & Siding Supply Inc	Wh	5462 Route 34	Oswego	IL	60543	(630) 852-1815		
Prairie State Exterior Products	Wh	1125 South Halsted Street	Chicago Heights	IL	60411	(708) 754-9339		
Prate Gutters & Downspouts	Rm	368 West Liberty Street	Wauconda	IL	60084	(847) 526-6401		

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Prate Installations	Fb	1120 North Rand Road	Wauconda	IL	60084	(847) 526-6402		
Precision Gutters	Rm	26695 West Catalpa Road	Antioch	IL	60002	(847) 395-2214		
PRI	Rm	833 West Chicago Avenue	Chicago	IL	60622	(312) 226-9919		
PRI	Rm	1050 North Milwaukee Avenue	Chicago	IL	60622	(773) 384-7960		
Pride Construction Co Inc	Rm	1119 West Algonquin Road	Lake in the Hills	IL	60102	(847) 658-8811		
Professional Home Improvement Inc	Rm	13 East Garden Avenue	Palatine	IL	60067	(847) 358-8300		
Professional Remodeling Contractors	Rm	730 Pine Street	Deerfield	IL	60015	(773) 348-5900		
Pro-Line Home Improvements	Rm	14935 Pulaski Road	Midlothian	IL	60445	(708) 396-1050		
Pyramid Contractors	Rm	3511 Illinois Street	Lansing	IL	60438	(708) 895-9231		
Quaker Construction	Rm	3516 North Paulina Street	Chicago	IL	60657	(312) 607-9986		
Quality Aluminum	Rm	1876 Birch Street	Des Plaines	IL	60018	(847) 803-2427		
Quality Aluminum Products	Rm	125 West State Street	South Elgin	IL	60177	(847) 741-1512		
R & J Roofing and Remodeling	Rm	6915 West 64th Place	Chicago	IL	60638	(773) 586-8622		
R & R Aluminum Inc	Rm	1763 East Cree Lane	Mount Prospect	IL	60056	(847) 297-5085		
R & R Aluminum Inc	Rm	1763 East Cree Lane	Mount Prospect	IL	60056	(847) 297-5085		
R & R Exteriors	Rm	776 North Villa Avenue	Villa Park	IL	60181	(630) 279-4833		
R D Aluminum Design Inc	Rm	9800 West 167th Street	Orland Park	IL	60467	(708) 403-4199		
R J N Roofing & Siding	Rm	6719 Church Street	Morton Grove	IL	60053	(847) 965-4777		
Ralston Builders	Rm	5S166 Joseph Lane	Naperville	IL	60563	(630) 420-1700		
Randall Roofing	Rm	339 West Harisn Road	Lombard	IL	60148	(630) 495-4990		
Reed Construction	Rm	111 Ogden Avenue	Clarendon Hills	IL	60514	(630) 887-9125		
Reynolds Aluminum Building	Wh	115 Messner Drive	Wheeling	IL	60090	(847) 537-0718		
Richard's Siding	Rm	8404 North Greenwood Avenue	Niles	IL	60714	(847) 698-3209		
River Oaks Wholesale Roofing & Siding Co	Wh	540 Burnham Avenue	Calumet City	IL	60409	(708) 891-2211		
Roberts Aluminum Service	Rm	7711 Westwood Drive	Elmwood Park	IL	60707	(708) 453-4853		
Rollex Corp	Fb	3456 North Ridge Avenue	Arlington Heights	IL	60004	(847) 577-7300		
Rollex Corp	Fb	2001 Lunt Avenue	Elk Grove Village	IL	60007	(847) 437-3000		
Rollex Corp	Fb	2800 Carl Boulevard	Elk Grove Village	IL	60007	(847) 860-8318		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturers' Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Romano's Aluminum Siding Co Inc	Rm	769 Creel Drive	Wood Dale	IL	60191	(630) 350-1300		
Rossi Home Improvers Co	Rm	6060 West 95th Street	Oak Lawn	IL	60453	(708) 422-1174		
Royal Aluminum Service	Rm	5615 West 88th Place	Oak Lawn	IL	60453	(708) 422-4550		
Royal Concepts	Rm	116 North Oak Street	Plano	IL	60545	(630) 552-1249		
Royal Craft Home Remodelers Inc	Rm	405 Ogden Avenue	Downers Grove	IL	60515	(630) 725-1000		
RPS Engineering Inc	Fb	1300 Crispin Drive	Elgin	IL	60123	(847) 931-1343		
Rustic Exteriors	Wh	1600 South Laramie Avenue	Cicero	IL	60804	(708) 966-1075		
S & W Home Iimprovements Inc	Rm	215 Midway Drive	Willowbrook	IL	60514	(630) 887-9649		
Scentimental Gardens	Rm	116 Cedar Avenue	Saint Charles	IL	60174	(630) 443-9980		
Sealtite Roofing & Construction Co	Rm	5331 Judy Court	Oak Forest	IL	60452	(708) 532-0938		
Sealtite Roofing & Construction Co	Rm	9610 West Shore Drive	Oak Lawn	IL	60453	(708) 425-7698		
Sealtite Roofing & Construction Co	Rm	9711 Southwest Highway	Oak Lawn	IL	60453	(708) 430-7663		
Seamless Gutter Corp	Fb	601 East Saint Charles Road	Lombard	IL	60148	(630) 495-9800		
Seamless Gutter Corp	Fb	399 North Quentin Road	Palatine	IL	60067	(847) 705-5700		
Selective Seamless Siding Co	Rm	550 Industrial Drive	Naperville	IL	60563	(630) 420-7619		
Side In Sencation	Rm	628 Fenton Avenue	Romeoville	IL	60446	(815) 293-3597		
Side-All America Inc	Rm	4520 West Lawrence Avenue	Chicago	IL	60630	(773) 545-5100		
Side-All Exteriors Inc	Rm	124 Raymond Avenue	Barrington	IL	60010	(847) 382-6430		
Side-All Exteriors Inc	Rm	402 Mound Street	Fox River Grove	IL	60021	(847) 516-1417		
Sidewise Inc	Rm	501 West Ogden Avenue, Suite 5	Hinsdale	IL	60521	(630) 629-1290		
Siding 1	Rm	837 South Westmore Avenue	Lombard	IL	60148	(630) 932-9971		
Siding 1 Inc	Rm	3066 North Clybourn Avenue	Chicago	IL	60618	(773) 929-9275		
Siding Group Div of Professional Remodeling	Rm	730 Pine Street	Deerfield	IL	60015	(847) 948-1014		
Siding Professionalist	Rm	3651 North Nora Avenue	Chicago	IL	60634	(773) 202-9712		
Silver Nail Window & Door	Rm	18 Riverview Street	North Aurora	IL	60542	(630) 896-9490		
Sims & Son	Rm	10734 Menard Avenue	Chicago Ridge	IL	60415	(708) 424-6688		
Soffit & Siding Master	Rm	5709 Lomond Avenue	Downers Grove	IL	60516	(630) 963-2222		
Soto Brothers Inc	Rm	3N520 Route 83	Addison	IL	60101	(630) 261-1896		

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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Specialized Home Service	Rm	2955 Juniper Court	Aurora	IL	60504	(630) 375-0491		
Spencer Construction	Rm	PO Box 70	Manhattan	IL	60442	(815) 478-7259		
Stan's Roofing & Siding	Rm	8211 133rd	Palos Park	IL	60464	(708) 448-4100		
Stan's Vinyl & Aluminum Siding	Rm	516 River Drive	Belvidere	IL	61008	(815) 547-7581		
Stawicki Construction Co Inc	Rm	21750 Main Street	Matteson	IL	60443	(708) 748-3900		
Stec Roofing	Rm	1314 59th Street	Downers Grove	IL	60516	(630) 971-1589		
Stoltman Exteriors	Rm	630 Kirkland Drive	Algonquin	IL	60102	(847) 658-6160		
Suburban Siding & Window Inc	Rm	6536 West Cermak Road	Berwyn	IL	60402	(708) 749-8248		
Suburban Siding & Windows	Rm	21W655 Huntington Road	Glen Ellyn	IL	60137	(630) 469-9334		
Sunnyside Gutters & Siding	Rm	4605 North Stafford Drive	McHenry	IL	60050	(815) 385-5550		
Sunset Siding & Windows	Rm	8N136 Citation Court	Saint Charles	IL	60175	(630) 377-7602		
Sunset Siding & Windows Inc	Rm	430 West Roosevelt Road	Wheaton	IL	60187	(630) 357-0656		
Sunset Siding Inc	Rm	1616 East Roosevelt Road	Wheaton	IL	60187	(630) 668-0220		
Sunshine Gutter Co	Rm	805 Estes Avenue	Schaumburg	IL	60193	(847) 895-0111		
Superb Exteriors	Rm	316 West Sheffield Drive	Bloomingdale	IL	60108	(630) 894-9191		
Superb Exteriors	Rm	850 South East Avenue	South Elgin	IL	60177	(847) 717-4943		
Superior Exteriors	Rm	991 Aurora Avenue	Aurora	IL	60505	(630) 906-9117		
Superior Exteriors	Rm	9712 West Foster Avenue	Chicago	IL	60656	(773) 992-2034		
Superior Exteriors	Rm	810 Dempster Street	Evanston	IL	60202	(847) 475-6903		
Superior Supply	Wh	396 Fenton Lane	West Chicago	IL	60185	(630) 293-8772		
Supreme Siding & Roofing Inc	Rm	25559 West US Highway 30	Plainfield	IL	60544	(815) 886-6704		
Sure Side	Rm	302 North Kent Road	McHenry	IL	60050	(815) 385-5908		
Swartz & Sons Construction Co	Rm	2250 West Lawrence Avenue	Chicago	IL	60625	(773) 878-8922		
Swisher Exteriors	Rm	107 North Buesching Road	Lake Zurich	IL	60047	(847) 726-0674		
Syndicators Inc	Rm	1050 North Milwaukee Avenue	Chicago	IL	60622	(773) 385-7954		
T & J Aluminum Siding	Rm	9037 Moody Avenue	Oak Lawn	IL	60453	(708) 430-4299		
T & M Construction	Rm	730 Briarwood Drive	Justice	IL	60458	(708) 839-8841		
T J Ruzon General Builders	Rm	29642 South Cedar Road	Manhattan	IL	60442	(815) 478-5436		

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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Taber Construction	Rm	1600 South 7th Avenue	Saint Charles	IL	60174	(630) 584-4945		
Taff Jack Roofing	Rm	1901 Greenwood Street	Evanston	IL	60201	(847) 864-8521		
Talmadge Property Care	Rm	343 Ruby Street	Joliet	IL	60435	(815) 723-4270		
Tandem Construction	Rm	2911 West Belmont Avenue	Chicago	IL	60618	(773) 509-9401		
Temko Installations	Rm	20347 North Plum Grove Road	Palatine	IL	60074	(847) 991-1193		
Tertany Exteriors	Rm	108 Dunlap Street	Harvard	IL	60033	(815) 943-2120		
The Porch People	Rm	1111 West Webster Avenue	Chicago	IL	60614	(773) 296-0512		
Thermacraft Inc	Rm	108 East Saint Charles Road	Villa Park	IL	60181	(630) 279-1220		
Thermo-Shield	Rm	1348 Natalie Lane	Aurora	IL	60504	(630) 820-1728		
Thomas Construction Co	Rm	529 Hickok Lane	University Park	IL	60466	(708) 534-6180		
Three O & W Construction Inc	Rm	711 Carriageway Drive	Buffalo Grove	IL	60089	(847) 670-7425		
Timberbiew	Rm	1560 Illinois Parkway	Elgin	IL	60123	(847) 697-0870		
TLC's Gutter Co	Rm	436 West Willow Glen Street	Addison	IL	60101	(630) 628-1466		
T-N-T Exteriors Inc	Rm	2240 Tofftrees Trail	Elgin	IL	60123	(847) 741-9525		
Tonys Roofing	Wh	1022 Jericho Road	Aurora	IL	60506	(630) 801-0206		
Top Siding	Rm	300 Opatrny Drive	Fox River Grove	IL	60021	(847) 516-8386		
Toppel R	Rm	911 Saint Charles Street	Elgin	IL	60120	(847) 697-3142		
Total Roofing and Construction Inc	Rm	833 East 158th Street	Dolton	IL	60419	(708) 849-8775		
Trela A J Roofing Co	Rm	3218 West 97th Street	Evergreen Park	IL	60805	(708) 422-7204		
Trim Craft Aluminum	Rm	8924 Austin Avenue	Oak Lawn	IL	60453	(708) 430-3777		
Tri-Star Group	Rm	5639 West Diversey	Chicago	IL	60639	(773) 237-4073		
Tri-State Northwest Inc	Wh	940 West Thorndale Avenue	Itasca	IL	60143	(630) 250-9400		
Tri-State Roofing & Siding Wholesale Inc	Wh	9630 South 76th Court	Hickory Hills	IL	60457	(708) 599-9770		
Triumph Roofing	Rm	24330 South 88th Avenue	Frankfort	IL	60423	(815) 469-2400		
Trueguard Roofing & Construction	Rm	5305 Washington Street	Downers Grove	IL	60515	(630) 964-1118		
Ultimate Construction	Rm	804 Wilshire Drive	Wheeling	IL	60090	(847) 419-1162		
Universal Siding & Roofing Co	Rm	7288 West 83rd Street	Bridgeview	IL	60455	(708) 594-7222		
US Exterior by Seidel	Rm	741 Hastings Drive	Buffalo Grove	IL	60089	(847) 541-2300		

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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
USA Roofing	Rm	1160 Heather Drie	Lake Zurich	IL	60047	(847) 438-6930		
Valdas Construction	Rm	5301 South 73rd Court	Summit	IL	60501	(877) 770-5791		
Vanco Quality Exteriors Inc	Rm	156 North Lincoln Street	Braidwood	IL	60408	(815) 458-3938		
Victory Construction	Rm	18019 Dixie Highway	Homewood	IL	60430	(708) 957-6270		
Vinyl Experts Plus	Rm	14 North Martha Street	Lombard	IL	60148	(630) 705-1606		
Vinylgrain Industries of Illinois	Rm	3431 West Irving Park Road	Chicago	IL	60618	(773) 583-1200		
Vinylguard Inc	Rm	469 Spring Road	Elmhurst	IL	60126	(630) 516-0110		
W N Construction Inc	Rm	1144 North Knight Avenue	Park Ridge	IL	60068	(847) 685-0633		
Wall-Fill Co The	Rm	649 Childs Street	Wheaton	IL	60187	(630) 668-3400		
Walls Roofing Inc	Rm	425 Burke Drive	Joliet	IL	60433	(815) 726-3565		
Walters Roofing & Siding Supply	Wh	360 Ruby Street	Joliet	IL	60435	(815) 722-5792		
Watertight Exteriors Inc	Rm	6716 Westmoreland Drive	Woodridge	IL	60517	(815) 722-9050		
We Build Construction	Rm	4125 Joliet Avenue	Lyons	IL	60534	(708) 442-0679		
Weather All Exteriors Inc	Rm	445 West Dorset Avenue	Palatine	IL	60067	(847) 776-2939		
Webb Roofing & Gutter Co	Rm	4263 North Elston Avenue	Chicago	IL	60618	(773) 478-1800		
Weber Aluminum	Rm	15105 Willow Lane	Oak Forest	IL	60452	(708) 687-9083		
Well Hung Gutters	Rm	1618 Main Street	Crete	IL	60417	(708) 672-3486		
West Mike Construction	Rm	10309 South 248th Avenue	Naperville	IL	60564	(630) 904-5148		
Why-Not Aluminum Siding Co	Rm	1582 Oakwood Avenue	Des Plaines	IL	60016	(847) 635-3088		
Wilkins Construction	Rm	1049 South Edson Avenue	Lombard	IL	60148	(630) 495-7228		
Will County Siding	Wh	2640 Cherry Hill Road	Joliet	IL	60433	(815) 726-1529		
Will County Siding	Wh	1718 Irish Indian Trail	Joliet	IL	60436	(815) 730-4700		
Wilson Colonial Exteriors Inc	Rm	535 Telser Road	Lake Zurich	IL	60047	(847) 634-3859		
Wnuk Construction Co	Rm	409 Beloit Avenue	Forest Park	IL	60130	(708) 771-7630		
Wolf Siding Supply & Prestaining	Wh	9410 Corsair Road	Frankfort	IL	60423	(815) 806-0163		
Wooden House Construction	Rm	946 South Oak Street	West Chicago	IL	60185	(630) 562-0705		
Yochem Roofing & Window Co	Rm	1810 Central Street	Evanston	IL	60201	(847) 864-4432		
Zawadzki Aluminum Inc	Rm	14128 South La Grange Road	Orland Park	IL	60462	(708) 403-6666		

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Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Zeco Construction Co	Rm	8560 Plainfield Road	Lyons	IL	60534	(708) 484-6329		
Zenith Home Improvers	Rm	4717 Washington Street	Downers Grove	IL	60515	(630) 964-5827		
Zion Aluminum	Rm	12050 West 33rd Street	Zion	IL	60099	(847) 872-7459		
Zonac Aluminum Siding	Rm	399 Wall Street	Glendale Heights	IL	60139	(630) 893-0901		
Zonac Aluminum Siding	Rm	1900 Wright Boulevard	Schaumburg	IL	60193	(847) 584-1262		
Zonac Aluminum Siding	Rm	1555 44th Avenue	Stone Park	IL	60165	(708) 344-6679		

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1.6 Contact Information for Distributors, Manufacturers' Representatives, Product Dealers, Wholesalers for Pre-Engineered/Panelized Building Systems

Contact	Role	Company	Address	City	State	Zip	Telephone	Fax	Email
	Fb	Advance Building Systems	750 West State Street	Charleston	IL	61920	(217) 345-3921	(217) 345-4024	
Jim Rohm	Pd	Commodore Homes of Indiana	12004 Lupine	Granger	IN	46530	(800) 837-2232	(219) 533-3251	Manufacturer Chapter IMHA
	Fb	Custom Made Homes	PO Box 1144	Bloomington	IL	61702	(309) 827-6507	(309) 828-6261	
Charles Fanaro	Fb	Hi-Tech Housing	800 Oak Street, Suite 103	Winnetka	IL	60093	(847) 441-6608	(847) 441-6097	
Howard Walker	Pd	Manufactured Home Communities, Inc.	Two North Riverside Plaza, Suite 800	Chicago	IL	60606	(312) 279-1832	(312) 279-1833	howard_walker@mhchomes.com
Don Walker	Fb	Masonite Corporation	One South Wacker, Suite 3600	Chicago	IL	60606	(312) 750-0900	(312) 634-2850	donald.walker@ipaper.com
Robert Smith	Pd	Pointe Group	176 Detroit Street	Cary	IL	60013	(847) 462-0570	(847) 462-0472	Developer Chapter of IMHA
Roy Woodward	Fb	Salem Mobile & Modular Homes	125 Missouri Avenue	Salem	IL	62881	(618) 548-5721	(618) 548-3759	woody@aol.com
Jodi Kirincich	Fb	Shady-Nook Manufactured Homes	314 South Saint Louis	Elwood	IL	60421	(815) 423-5976	(815) 423-6022	Kankakee Chapter of IMHA

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2.0 BUILDERS, DEVELOPERS, RENOVATORS, CONTRACTORS AND OWNERS

2.1 *LEADING GENERAL CONTRACTOR/CONSTRUCTION MANAGER FIRMS IN THE CHICAGO AREA*

Some of the leading general contractor/construction manager firms in the Chicago area are listed below, along with some of their recent projects.

Builder Name	Role	Year of Project	Name of Project, Location
AMEC Construction Management	Construction Manager	1997	Grand Pier Center, Chicago
AMEC Construction Management	Construction Manager	1998	Millennium Center Condo, Chicago
Ehler Construction Inc	General Contractor	2001	Timbers of Shorewood Retirement Apartment Community, Shorewood
Fred Teitelbaum Construction	General Contractor	1999	Hegewisch Senior Citizens Housing Complex, Chicago
Hunter Alliance Co	General Contractor	1999	University Village Residential Housing Phase 1, Chicago
Hunter Alliance Co	General Contractor	2001	University Village Residential Housing Phase2-4, Chicago
James McHugh Construction Company	General Contractor	1998	Grand Plaza-2 Towers, Chicago
James McHugh Construction Company	General Contractor	1999	Park Millennium Rental Apartment Homes, Chicago
James McHugh Construction Company	General Contractor	2000	1111 South Wabash Condo Building, Chicago
Joseph A Renzi & Associates	Construction Manager	2001	Melrose Commons Independent Seniors Apartments, Melrose Park
Joseph A Renzi & Associates	Construction Manager	2001	Melrose Park Condominium, Melrose Park
K R Miller Contractors Inc	General Contractor	2001	Senior Housing, Chicago (4 renovations)
Kenny Construction Company	Construction Manager	1999	Park Millennium Rental Apartments, Chicago
Kenny Construction Company	General Contractor	2000	Museum Park High Rise Condo, Chicago
Kenny Construction Company	General Contractor	2001	Lincoln Park Commons, Chicago

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Builder Name	Role	Year of Project	Name of Project, Location
Linn Mathes Inc.	General Contractor	1998	North Towne Village, Chicago
Linn Mathes Inc.	General Contractor	2001	University Village, Chicago
McShane Construction Corp	General Contractor	2001	Woodlands of Morton Grove Condominiums, Morton Grove
MCZ Development Corp	Construction Manager/General Contractor	1999	University Village Residential Housing Phase 1, Chicago
MCZ Development Corp	Construction Manager/General Contractor	2001	University Village Residential Housing Phase2-4, Chicago
Paul H Schwendener Inc	General Contractor	1999	Prairie House Condominium, Chicago
Paul H Schwendener Inc	General Contractor	2001	City View Tower Apartment Building, Chicago
Pepper Construction Company	General Contractor	2001	Hudson Tower, Chicago
Power Contracting and Engineering Corporation	General Contractor	1997	Riverview at River East Condominiums, Chicago
RJ Group Inc	General Contractor	2001	One River Place Condominium, Chicago
Skender Construction	General Contractor	1999	Town Centre, Willow Springs
The Clark Construction Group Inc	General Contractor	2001	Bristol Station Apartment Buildings, Naperville
Tishman Realty and Construction Co Inc	Construction Manager	2000	Elm Tower Condominium, Chicago
Tishman Realty and Construction Co Inc	General Contractor	2000	Prairie Avenue Lofts, Chicago
Tishman Realty and Construction Co Inc	Construction Manager/General Contractor	2001	Maple Tower Hi-Rise, Chicago
Trapani Construction Company	General Contractor	2001	Village Green Residential/Retail Development, Arlington Heights
W E O'Neil Construction Company	Construction Manager	1999	Kingsbury Park Mixed Use Building, Chicago
Walsh Construction Company of Illinois	General Contractor	1997	55 East Erie Luxury Condominiums, Chicago
Walsh Construction Company of	General Contractor	2000	Caravelle Condominium Building, Chicago

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Builder Name	Role	Year of Project	Name of Project, Location
Illinois			
Walsh Construction Company of Illinois	General Contractor	2001	111 South Morgan Street Condominiums, Chicagao
Walsh Construction Company of Illinois	General Contractor	2001	Beth Anne Extended Living Facility, Chicago
Walsh Construction Company of Illinois	General Contractor	2001	Groves of Palatine Condominium, Palatine
Wooton Construction	General Contractor	2001	Condominiums, Chicago

2.2 Leading Residential Property Owners in the Chicago Area

Some of the major owners in the Chicago area are listed below.

Owner Name	Role	Year of Project	Name of Project, Location
Brinshore-Michaels Development	Owner/Builder/Developer	2001	Robert Taylor Residential, Chicago
Central Station Development Corp	Owner/Builder/Developer	1998	Central Station, Chicago
Central Station Development Corp	Owner	2000	Museum Park High Rise, Chicago
Central Station Development Corp	Owner/Builder/Developer	2001	Hi-Rise Condo/Townhouse, Chicago
Centrum Properties	Owner/Builder/Developer	2000	Churchill Cabinet Lofts, Chicago
Centrum Properties	Owner/Builder/Developer	2001	Mixed use Condominium (Wards Tower Conversion), Chicago
Chicago Housing Authority	Owner	1998	Near North Cabrini Green Redevelopment, Chicago
Chicago Housing Authority	Owner	2001	4 Senior Housing Renovations, Chicago
Chicago Housing Authority	Owner	2001	Stateway Gardens Mixed Income Residential Redevelopment, Chicago

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Owner Name	Role	Year of Project	Name of Project, Location
Chicago Housing Authority	Owner	2001	Robert Taylor Residential Mixed Income Redevelopment, Chicago
Chicago Housing Authority	Owner	2001	Cabrini South, Chicago
Chicago Housing Authority	Owner	2001	7 Senior Housing Apartment Renovations, Chicago
Chicago Housing Authority	Owner	2001	12 Senior Housing Apartments, Chicago
Chicago Housing Authority	Owner	2001	Mixed Income Residential Development, Chicago
Chicago Housing Authority	Owner/Architect	2001	Roofing Maintenance, Chicago
Chicago Housing Authority	Owner	2001	Family Housing Development, Chicago
Concord Development Corp	Owner/Builder/Developer	2000	Crossing Subdivision, Montgomery
Concord Development Corp	Owner/Builder/Developer	2001	Townhouse Development, Wheeling
Concord Development Corp	Owner/Builder/Developer	2001	Condominium Building, Chicago
Edward R James Inc	Owner/Builder/Developer	1999	Southgate on the Glen, Glenview
Enterprise Development	Owner/Builder/Developer	1998	Central Station, Chicago
Enterprise Development	Owner/Builder/Developer	2000	Museum Park High Rise Condo, Chicago
Enterprise Development	Owner	2001	Lincoln Park Commons Residential/Retail, Chicago
Enterprise Development	Owner/Builder/Developer	2001	River Place Condominium Buildings, Chicago
Glenview NAS-Redevelopment Project Office	Owner	2001	Mixed Use Retail Center at the Glen Hangar One, Glenview
Holsten Real Estate Development Corporation	Owner/Builder/Developer	1998	North Towne Village Rental and Market, Chicago
JMB Retail Properties Co	Owner/Builder/Developer	2000	Block 37 Condominium, Chicago
Kimball Hill Homes Inc	Owner/Builder/Developer	2001	Multi-Family Residential Complex, Wheeling
Magellan Development Group Ltd	Owner/Builder/Developer	1998	The Grand Plaza, Chicago
Magellan Development Group Ltd	Owner/Builder/Developer	1999	Park Millennium Rental Apartment, Chicago
Magellan Development Group Ltd	Owner/Builder/Developer	1999	Lakeshore East Mixed Use, Chicago

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Owner Name	Role	Year of Project	Name of Project, Location
Magellan Development Group Ltd	Owner/Builder/Developer	2000	Caravelle Condominium Building, Chicago
MCL Development Corporation	Owner	1996	River East Mixed Use Residential/Retail/Hotel, Chicago
MCL Development Corporation	Owner/Builder/Developer	2001	Apartment Building Conversion, Chicago
MCL Development Corporation	Owner/Builder/Developer	2001	Apartment Building and Parking, Chicago
MCL Development Corporation	Owner/Builder/Developer	2001	Mixed Use Condominium, Chicago
MCZ Development Corp	Owner/Architect	1997	Old Main Street Post Office Redevelopment, Chicago
MCZ Development Corp	Owner/Builder/Developer	2001	University Village Phase 2B, Chicago
Near North Properties	Owner/Builder/Developer	1998	The Grand Plaza, Chicago
Near North Properties	Owner/Builder/Developer	1999	Park Millennium Rental Apartment, Chicago
Rezmar Development Corp	Owner/Builder/Developer	2001	Residential Development, Chicago
Rezmar Development Corp	Owner/Builder/Developer	2001	Multi Use Residential Development, Chicago
Rezmar Development Corp	Owner/Builder/Developer	2001	Hudson Tower, River North Hi Rise Complex, Chicago
RJ Group Inc.	Owner-Builder/Developer	2001	Two River Place Condominium, Chicago
The Fogelson Companies Inc	Owner	1998	Central Station
The Fogelson Companies Inc	Owner/Builder/Developer	2000	Museum Park High Rise Tower 2, Chicago
The Fogelson Companies Inc	Owner/Builder/Developer	2000	Museum Park High Rise Tower 3, Chicago
US Equities Inc	Owner/Builder/Developer	1998	The Grand Plaza, Chicago
Village of Glenview	Owner	1998	The Glen Mixed Use Development, Glenview

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2.3 CONTACT LIST OF BUILDERS, DEVELOPERS, RENOVATORS AND CONTRACTORS

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	A Better Way Construction	Co	1333 South Wabash Avenue	Chicago	Il	60605	(312) 922-0600		
	A Bit of Culture	Co	1800 South Jefferson Street	Chicago	Il	60616	(312) 563-9500		
	A V Construction	Co	2849 West 71st Street	Chicago	Il	60629	(773) 471-2517		
	A Womans Touch	Rm	7339 South Racine Avenue	Chicago	Il	60636	(773) 874-4664		
Andy Bregiannos	A. B. Contractors Inc.	Co	7284 West Devon Avenue	Chicago	Il	60631	(773) 763-8011	(773) 763-8045	
Andrew Frasz	A. E. Frasz Inc.	Co	1N545 Brundige Road	Elburn	Il	60119	(630) 232-6223	(630) 232-8463	
Allen McAnney	A.J. Charter Corp.	Co	204 West Elm Street	Wheaton	Il	60187	(630) 588-9345	(630) 588-9386	
Raymond Maggio	A.J. Maggio General Contracting	Co	567 West Algonquin Road	Mount Prospect	Il	60056-5774	(847) 437-7300	(847) 437-0989	
	AAA Remodeling	Rm	1800 South Racine Avenue	Chicago	Il	60608	(312) 850-1700		
	Abbey Builders, Division of Midwest Millwork and Lumber Co	Rm	3005 West Irving Park Road	Chicago	Il	60618	(773) 275-8900		
	ABC Builders Inc.	Co	3518 North Rutherford Avenue	Chicago	Il	60634	(773) 736-0028		
	ABC Home Remodeling Corporation	Rm	5934 West Addison Street	Chicago	Il	60634	(773) 736-1514		
Mike Jackson	ABCO Industries	Co	75 Gaylord	Elk Grove Village	Il	60007	(847) 758-0590	(847) 758-0690	sendusmail@aol.com
	AC Brown Construction Company Inc	Rm	861 West 86th Place	Chicago	Il	60620	(773) 846-3733		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
David Jackson	Adept Contractors Inc.	Co	2432 West Wadsworth Road	Waukegan	Il	60087	(847) 746-5800	(414) 442-1998	
	Admiral Remodeling Co Inc	Rm	7259 West Lawrence Avenue	Harwood Heights	Il	60706	(773) 777-9300		
	Adrian Home Improvement Co	Rm	4945 North Moody Avenue	Chicago	Il	60630	(773) 774-4447		
	African American Contractors Association	Co	3449 South Michigan Avenue	Chicago	Il	60616	(312) 567-9910	(312) 567-9919	
	Airseal of Chicagoland Inc.	Rm	1776 Rand Road	Des Plaines	Il	60016-3594	(847) 298-5373		
	AlanDales Homes Inc.	Co	605 Andrea Court	Yorkville	Il	60560	(815) 254-2952		
	Albar Products Inc.	Rm	114 Higgins Road	Park Ridge	Il	60068-5704	(847) 825-7547		
	Alps Construction Inc.	Co	35 East Wacker Drive, Suite 1080	Chicago	Il	60601	(312) 629-9600		
	Alside Supply Center	Rm	1470 Mark Street	Elk Grove Village	Il	60007	(847) 595-2810		www.alside.com
	Altam Corp	Co	2749 South Archer Avenue	Chicago	Il	60608	(312) 791-0088		
	Altech Development	Co	333 North Michigan Avenue	Chicago	Il	60601	(312) 634-2311		
	Altman Schick Adams Ltd	Co	141 West Jackson Boulevard Unit 4300	Chicago	Il	60604	(312) 697-1000		
Peter Janson, CEO	AMEC Construction Management	Co	125 South Wacker Drive Suite 200	Chicago	Il	60606-4402	(312) 541-1600		www.morsediesel.com
	American Building and Construction	Co	5353 West 73rd Street	Chicago	Il	60638	(708) 458-7801		
Ron Hansen	American Development, Inc.	Co	PO Box 65	Morris	Il	60450	(815) 942-6363	(815) 942-2660	
	Amlex Developers	Co	4180 Rfd #8	Long Grove	Il	60047	(847) 478-1320		
Stanko	Andelic Construction	Co	5768 North Lacey	Chicago	Il	60646	(630) 830-7331	(773) 427-9561	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
Andelic									
	Anderson, Mark	Co	900 North Skokie Boulevard, Unit 112	Northbrook	Il	60062	(847) 205-0828		
	Andre Remodeling & Restoration	Rm	6917 North Wayne Avenue	Chicago	Il	60626	(773) 274-8112		
Ed Mitchell	Angler Construction Inc.	Co	732 Crest Avenue West	Schaumbur	Il	60172	(630) 529-8427	(630) 529-8463	
	Antamex & Co.	Co	320 East Randolph Street	Chicago	Il	60601	(312) 861-0156		
Larry Antemann	Antemann Construction Corp.	Co	696 Bonded Parkway	Streamwood	Il	60107	(630) 736-4700	(630) 736-4701	
Tony Graefe	Anthony S. Graefe & Associates	Co	55 West Monroe Street, Suite 3550	Chicago	Il	60603	(312) 236-0177	(312) 236-5517	
Serena P. Johnson	Apex Remodeling & Home Improvement	Rm	9233 South Bishop St	Chicago	Il	60620	(773) 445-7333	(773) 233-3443	
	APP Contractors Inc.	Rm	833 West 115th Street	Chicago	Il	60643	(773) 821-6991		
	ARC Group Ltd	Co	566 West Adams Street Unit 300	Chicago	Il	60661	(312) 559-1200		
	Architectual Design & Builders Inc.	Co	188 West Randolph Street #702	Chicago	Il	60601	(312) 696-0428	(312) 695-0435	abdinc1@aol.com
Scott Lieberman	Archway Construction Company	Rm	1962 North Clybourn Avenue	Chicago	Il	60614	(773) 665-4444	(773) 665-9666	mail@archwayconstructionco.com
Thomas Dederichs	Arcor Design & Building	Co	PO Box 103	Lake Zurich	Il	60047	(773) 583-6873	(847) 438-1840	
	Art House Lost Condominium	Co	14 North Sangamon Street	Chicago	Il	60607	(312) 226-5265		
	Artisan Remodeling Inc.	Rm	2545 West Homer Street	Chicago	Il	60647	(773) 384-5248		
	Ascom Development	Co	7129 South South Chicago Avenue	Chicago	Il	60619	(773) 752-5676		
	Aster Remodeling Inc.	Rm	1520 West Chicago Avenue	Chicago	Il	60622	(312) 226-9696		
	Athens Construction	Co	613 West 16th Street	Chicago	Il	60616	(312) 243-2727		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Inc.								
	Austin Homes Inc.	Co	PO Box 585	St. Charles	Il	60174	(630) 443-7070		
	Autumn Remodeling & Design Inc.	Rm	5004 West Bonner Drive	McHenry	Il	60050	(815) 363-7600		
	Avila General Construction	Rm	4902 West Strong Street	Chicago	Il	60630	(773) 784-6226		
	Avila General Construction	Rm	4721 North Wolcott Avenue	Chicago	Il	60640	(773) 784-6226		
	B & S Contractors	Rm	22 East 108th Street	Chicago	Il	60628	(773) 468-5800		
	B R & D Construction	Co	2929 South Wabash Avenue Suite 201	Chicago	Il	60616	(312) 328-0123		
	Beacon Home Builders Inc.	Co	165 North Morgan Street	Chicago	Il	60607	(312) 377-3406		
Bob Behm	Behm Enterprises Inc.	Co	2203 West Long Lane	McHenry	Il	60050	(815) 344-0197	(815) 344-9370	
	Belgravia Group Ltd.	Co	833 North Orleans, Suite 400	Chicago	Il	60610	(312) 751-2777		www.belgraviagroup.com
	Benson Industries	Co	180 North Stetson Avenue, Suite 3230	Chicago	Il	60601	(312) 938-8796		
	Big City Construction	Co	2243 North Latrobe Avenue	Chicago	Il	60639	(773) 637-7016		
	Big-Borelli Group Inc.	Co	4871 North Ravenswood Avenue	Chicago	Il	60640	(773) 275-1700		
	Bigelow Homes	Co	999 South Plum Grove Road	Palatine	Il	60038	(847) 705-6400	(847) 705-6733	
	BK Contractor	Rm	3100 North Sheridan Road	Chicago	Il	60657	(773) 472-0255		
	Block X	Co	20 North Racine Avenue	Chicago	Il	60607	(312) 787-5580		
	Bloomhill Homes Inc.	Co	5833 North Kilbourn Avenue	Chicago	Il	60646	(773) 777-2611		
	BNV Development Inc.	Co	333 North Michigan Avenue	Chicago	Il	60601	(312) 726-9122		
Mark Pastirik	Bomar Custom Carpentry Inc.	Rm	310 Highland, Wheeling	Wheeling	Il	60090-5059	(847) 459-4045	(847) 459-4045	jblackf259@aol.com

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
Brent Baker	Boss Construction Inc.	Co	1904 Garnett Court, Unit B	New Lenox	Il	60451	(815) 726-1400	(815) 726-8931	
	Bowles Construction Service	Co	815 West Van Buren Street, #301	Chicago	Il	60607	(312) 492-7700		
	Bravo Builders	Co	6142 North Clark Street	Chicago	Il	60660	(773) 465-1390		
David Brind	Brinshore-Michaels Development	Co	666 Dundee Road Suite 1104	Northbrook	Il	60062-2735	(847) 562-9400		
	Briody Enterprises Inc.	Co	12085 Baseline Road	Genoa	Il	60135	(815) 784-3040		
	Brittany Builders Inc.	Co	1903 South Illinois Route 31	McHenry	Il	60050	(815) 385-3133		
	Broadway Construction Inc.	Co	6577 North Avondale Avenue	Chicago	Il	60631	(773) 774-0330		
Karl Beiermeister	Brothers Company	Co	860 North Ridge Avenue	Lombard	Il	60148-1215	(630) 916-6835	(630) 916-6815	
	Building Alternatives Inc.	Co	3521 East 106th Street	Chicago	Il	60617	(773) 978-9932		
	Burnside Construction Co.	Co	2400 Wisconsin Avenue	Downers Grove	Il	60515	(630) 515-9999		www.burnsidehomes.com
	Buschman Homes LLC	Co	7500 West Grand, Unit 22	Gurnee	Il	60031	(847) 265-0230		www.buschmanhomes.com
Thomas F. Banks	Callahan & Peters Inc	Rm	3230 West Lake Avenue	Glenview	Il	60025	(847) 724-3777	(847) 724-3227	CPIRemodel@aol.com
	Cambridge Homes	Co	800 South Milwaukee Avenue, Suite 250	Liberyville	Il	60048	(847) 362-9100	(847) 362-7858	www.MyCambridgeHome.com
Cosimo Cannella	Cannella Construction Inc.	Co	1430 Blackhawk Drive	Schaumbur	Il	60193	(888) 236-3682	(630) 351-0878	
	Capitol Construction Group	Co	1400 South Wolf Road, Building 100	Wheeling	Il	60090	(847) 215-2500	(847) 215-5331	capitol@capitolconstruction.com
	Carleton M Beregere & Associates	Rm	175 East Delaware Place Unit 7604	Chicago	Il	60611-1741	(312) 787-2044		
	Centex Homes	Co	150 West Center Court	Schaumbur	Il	60195	(847) 963-2200		www.centexhomes-chicago.com

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Central Station Development Corp	Co	100 South Wacker Drive	Chicago	Il	60606-4006	(312) 920-7400		
	Centro Development Group	Co	1945 South Halsted Street	Chicago	Il	60608	(312) 377-0077		
	Centrum Properties	Co	225 West Hubbard Street 4th Floor	Chicago	Il	60610-4416	(312) 832-2500		
	Charles River Development Group Inc.	Co	333 Commerce Drive	Crystal Lake	Il	60014	(815) 477-3123		www.chasrivdev.com
	Cherco Construction	Rm	30860 North East End Avenue	Libertyville	Il	60048	(847) 680-5437		
Thomas Cherrington	Cherrington Construction Co.	Co	400 West Roosevelt Road, Suite 1c	Wheaton	Il	60187	(630) 510-0005	(630) 510-0505	
	Chestnut Homes Inc.	Co	485 South Frontage Road, Suite 100	Burr Ridge	Il	60521	(630) 230-0800		www.chestnuthomes.com
	CHGO Home Improvement Company Inc.	Rm	1020 East 75th Street	Chicago	Il	60619	(773) 874-3700		
	Chi Tung Inc.	Co	2868 South Poplar Avenue	Chicago	Il	60608	(312) 808-9898		
	Chicago & Suburban Remodeling Corporation	Rm	3242 North Pulaski Road	Chicago	Il	60641	(773) 286-1900	(773) 286-2153	
Jack Siegallak	Chicago Builders, Inc.	Co	PO Box 598177	Chicago	Il	60659-8177	(312) 226-3939	(312) 267-9332	j5chgoblds@aol.com
Janneice Miller, Senior Buyer	Chicago Housing Authority	Ow	626 West Jackson Boulevard Floor 2	Chicago	Il	60661-5601	(312) 791-8500		www.thecha.org
	Chicago Metro Developers	Co	1307 South Wabash Avenue	Chicago	Il	60605	(312) 583-1300		
	Chicago Remodeling Source Inc.	Rm	2954 North Pulaski Road	Chicago	Il	60641	(773) 777-8002		
	Chinese Palace Arts	Co	1833 South Normal	Chicago	Il	60616	(312) 421-8888		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Co		Avenue						
Frank Thomas	Cicero's Development Corp.	Co	6805 Hobson Valley Drive, Unit 109	Woodridge	Il	60517	(630) 964-6363	(630) 964-7917	
	City of Aurora	Ow	4 East Downer Pl	Aurora	Il	60505-3302	(630) 892-8811		
	City of Chicago Department of Housing	Ow	318 South Michigan Avenue Floor 2	Chicago	Il	60604-4200	(312) 747-6713		
	City of Chicago Department of Planning & Development	Ow	121 North LaSale Street Room 1006	Chicago	Il	60602-1209	(312) 744-4190		
Corporate Estimating Department, Maryland	Clark Construction Group Inc	Co	216 South Jefferson Street, Suite 506	Chicago	Il	60661-5628	(312) 474-5500 or (301) 272-8398 (MD)	(312) 474-5521	www.clarkus.com
	Clark Dunlap & Lay Construction	Rm	852 North Massasoit Avenue	Chicago	Il	60651	(773) 379-8510		
	CLD Builders	Rm	4203 N Winchester	Chicago	Il	60613	(773) 450-9772		
	Clune Construction Co	Co	550 West Van Buren Street	Chicago	Il	60607	(312) 663-0846		
	CMA Construction Inc	Co	4800 South Chicago Beach Driev	Chicago	Il	60615	(773) 268-4956	(773) 268-4958	
	CMC Heartland Partners	Co	330 North Jefferson	Chicago	Il	60661	(312) 559-4559		
	CMK Development Corp.	Co	1637 North Milwaukee	Chicago	Il	60647	(773) 252-5656	www.cmkdev.com	
	CMS Consolidated Inc.	Rm	4611 North Ravenswood	Chicago	Il	60640	(773) 784-7979		
	Cobblestone Development	Co	3064 North Clybourn Avenue	Chicago	Il	60618	(773) 929-7272		
	Collie Custom Builders	Rm	7545 South Madison Avenue Unit 1	Hinsdale	Il	60521	(630) 325-4450		
	Columbus On The	Co	811 South Lytle Street	Chicago	Il	60607	(312) 733-4400		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

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	Park								
	Commitment Dedication & Loyalty Construction	Rm	852 North Massasoit Avenue	Chicago	Il	60651	(773) 379-8510		
	Complete Home Remodeling & Tile Design	Rm	2522 West Palmer Street	Chicago	Il	60647	(773) 777-2009		
	Complete Home Service	Co	5535 West 110th Street	Oak Lawn	Il	60453	(708) 636-7470		
	Concord Homes	Co	1540 East Dundee Road, Suite 250	Palatine	Il	60074-8320	(847) 776-0350	(847) 776-9447	
	Concord Oaks	Co	800 South Wildspring Road	Round Lake	Il	60073	(847) 265-4570		
Norm Pro	Construction Consulting Services	Co	1821 West Hubbard Street	Chicago	Il	60622	(312) 492-9500	(312) 492-9555	
	Contemporary Concepts	Co	4115 West Ogden Avenue	Chicago	Il	60623	(773) 521-8909	(773) 521-7274	
Tim Conway	Conway & Mrowiec	Co	300 South Wacker Drive, Suite 601	Chicago	Il	60606	(312) 692-1700	(312) 692-1701	trc@cmcontractors.com
	Costello Homes	Co	9608 South Hamlin Avenue	Evergreen Park	Il	60805	(708) 229-1207		
	Country Living Construction Group Ltd.	Rm	4440 Elm Road	Gurnee	Il	6031-3361	(847) 244-8080		
	Covington Court Community	Co	1950 35th Street	Oak Brook	Il	60523	(630) 920-8562		
	Creative Carpentry Remodelers Inc.	Rm	434 Wilder Street	Aurora	Il	60506	(630) 892-0720		www.creativecarpentry.net
	Creative Contracting Resource	Co	800 South Wells Street Unit 508	Chicago	Il	60607	(312) 431-5231		
	Crown Construction	Rm	7733 West Belmont Avenue	Elmwood Park	Il	60707	(708) 456-6881		
	Crown Development Inc	Co	5241 North Elston Avenue	Chicago	Il	60630	(773) 283-9660		

Role Descriptions
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Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	CSC Construction	Co	3253 South Archer Avenue	Chicago	Il	60608	(773) 254-6001		
	Custom Built Home Improvement Company	Rm	6152 South Pulaski Road	Chicago	Il	60629	(773) 838-9900		
	Custom Homebuilder Select	Co	1 East Oak Street, Unit 3e	Chicago	Il	60611	(312) 335-9000		
	Custom Homes by D.R. Weiss Inc.	Co	5N377 Dunham Road	St. Charles	Il	60174	(630) 443-9600		
	D & K Complete Handyman	Rm	714 South Albany Avenue	Chicago	Il	60612	(773) 826-0338	(773) 826-0388	
	D S Development Corp.	Co	2709 West Peterson Avenue	Chicago	Il	60659	(773) 878-5555		
Chuck Siegerdt	D.B.S. Contracting	Co	24W645 Lake Street	Roselle	Il	60172	(630) 893-4080	(630) 893-9040	
	D.G.A. + Services	Rm	1508 127th Street	Calumet Park	Il	60827	(708) 824-9969		
	D.W.H. Construction Company	Co	909 Countryside Drive	Wheaton	Il	60187	(630) 588-1241		
	D/R Services Unlimited Inc.	Rm	1971 Johns Drive	Glenview	Il	60025	(847) 998-1687		www.restorethenorthshore.com
	Dan Wangler Builders Inc.	Rm	203 South York Street	Elmhurst	Il	60126	(630) 833-8528		
	Dearborn Builders	Rm	2440 West George Street	Chicago	Il	60618	(773) 539-5500		
	Decorating & Remodeling	Rm	5615 West School Street	Chicago	Il	60634	(773) 205-4412		
	Dederichs Home Improvement Co.	Rm	PO Box 103	Lake Zurich	Il	60047	(773) 583-6873		
	Dederichs Home Improvement Company	Rm	3612 North Christiana Avenue	Chicago	Il	60618	(773) 583-6873		
	Del Webb Group	Co	12940 Del Webb Boulevard	Huntley	Il	60142	(847) 515-7200	www.suncityhuntley.com	
	Dependable	Rm	2323 West Nelson Street	Chicago	Il	60618	(773) 244-1091		

Role Descriptions
Co – Contractor, Developer or Owner
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Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Construction								
	Design 21 Co Inc	Co	801 West Adams Street	Chicago	Il	60607	(312) 928-9999		
	Design Engine Inc	Co	120 North Green Street Unit 605	Chicago	Il	60607	(312) 226-8339		
	Design for Independent Living Inc.	Rm	7549 North Oakley Avenue	Chicago	Il	60645	(773) 973-4776		
	Design One Three Inc	Co	343 South Dearborn Street Suite 1206	Chicago	Il	60604	(312) 360-9640		
	Design Resources Group Inc	Co	820 West Jackson Boulevard Unti 350	Chicago	Il	60607	(312) 466-9330		
	Designing Homes& Rehabilitation Developers	Rm	6152 South Pulaski Road	Chicago	Il	60629	(773) 838-4040		
	Deven Ventures Inc.	Co	25380 West Bonner Road	Wauconda	Il	60084	(847) 487-5027		
	DiamondSchreiber Homes Inc.	Co	1770 First Street Unit 201C	Highland Park	Il	60035	(847) 433-2400		
	Discount Home Remodelers Inc	Rm	4701 North Cumberland Avenue	Harwood Heights	Il	60706	(708) 453-9400		
Joe Battista	Distinctive Home Improvements	Rm	890 East Higgins Road	Schaumbur	Il	60173	(847) 330-1644	(847) 330-1645	disthomeim@aol.com
	Diversified International Inc	Co	2635 South Wabash Avenue	Chicago	Il	60616	(312) 225-2500		
	Dominicks Finer Foods	Ow	711 Jorie Boulevard	Oak Brook	Il	60523-2217	(630) 891-5000		
	Dominics Quality Home Improvements	Rm	7521 West Belmont Avenue	Chicago	Il	60634	(773) 237-3555		
	Domus Construction Group	Rm	1900 North Austin Ave (Office Towers)	Chicago	Il	60639	(847) 778-7191		Domus1@yahoo.com
	Don Cherco Construction Inc.	Rm	2859 Central Street Unit 135	Evanston	Il	60201-1234	(847) 864-4371		
Don Van Cura, CR,	Don Van Cura Construction Co.	Rm	4443 West Montrose	Chicago	Il	60641	(773) 282-6360	(773) 282-3973	dvcsrcrclc@aol.com

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
CLC									
Doug Millar	Douglas Improvements Inc.	Rm	755 South Warren Avenue	Palatine	Il	60067	(847) 797-9407	(847) 797-9409	
	DRW Construction	Rm	14428 South Calhoun Avenue	Chicago	Il	60633	(708) 832-0677		
	Dubin & Associates Inc	Co	4252 North Cicero Avenue	Chicago	Il	60641	(773) 427-2400		www.dubinresidential.com
	Dubin Residential	Co	1731 North Rockwell Street	Chicago	Il	60647	(773) 252-3600		
	Duo Design	Co	1007 Church Street Suite 510	Evanston	Il	60201	(847) 491-3000		
	E A Cox Co	Co	2515 South Laflin Street	Chicago	Il	60608	(312) 243-4754		
	E Wilson & Associates	Rm	8012 South South Chicago Avenue	Chicago	Il	60617	(773) 375-4125		
	Eagle Construction	Rm	4944 North Ridgeway Avenue	Chicago	Il	60625	(773) 283-2831		
	Easy Cost Remodeling	Rm	4301 South Drake Avenue	Chicago	Il	60632	(773) 927-1746		
	Ed Kagan – Kagan Real Estate and Construction Co.	Co	10750 South Ridgeland Avenue	Worth	Il	60482	(708) 448-6800		
	Edward R. James Homes	Co	2550 Waukegan Road	Glenview	Il	60025	(847) 724-0200		www.erjames.com
	Edward R. James Inc	Co	1535 Lake Cook Road Suite 302	Northbrook	Il	60062-1452	(847) 564-7720		
	Edwards Remodeling	Rm	849 West Newport Avenue	Chicago	Il	60657	(773) 472-9130		
John Koller, Project Manager	Ehlers Construction Inc	Co	680 Grand Canyon Drive	Madison	WI	53719-2904	(608) 833-8005		
	Elite Home Builders Inc	Rm	2400 West 95th Street	Evergreen Park	Il	60805	(708) 499-3300		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Empire Home Remodeling & Renovation	Rm	3942 North Central Avenue	Chicago	Il	60634	(773) 685-5007		
	Enterprise Companies (The)	Co	710 West Oakdale Avenue	Chicago	Il	60657-5212	(773) 348-6900		www.theenterprisecompanies.com
	Environmental Success Construction	Co	910 West Van Buren Street	Chicago	Il	60607	(708) 848-2989	(708) 848-5597	
	Era Construction Inc.	Rm	3219 West Devon Avenue	Chicago	Il	60659	(773) 262-5252		eraras@aol.com
	Erap Builders Inc.	Rm	4519 North Long Avenue	Chicago	Il	60630	(773) 205-5100		
Eric Gee	Eric Gee Construction Inc.	Co	4822 Washington Street	Downers Grove	Il	60515	(630) 963-5278	(630) 963-5290	
	Eugenes Cement & Remodeling	Rm	11201 South Stewart Avenue	Chicago	Il	60628	(773) 264-0505		
	Eurocon Enterprises Inc.	Co	5605 West Gunnison Street	Chicago	Il	60630	(773) 777-2867		
	Everett Myra	Co	1006 South Michigan Avenue	Chicago	Il	60605	(312) 987-9853		
	Exterior Design Inc.	Rm	23 West 271 Creek Court	Naperville	Il	60540-5105	(630) 983-5105		www.edinc.net
	F & D Home Improvement	Rm	6717 North Ashland Avenue	Chicago	Il	60626	(773) 925-5188		
	F & K Remodeling Service Inc.	Rm	3259 North Western Avenue	Chicago	Il	60618	(773) 477-0318		
	F & S Construction Services Inc	Co	333 North Michigan Avenue	Chicago	Il	60601	(312) 236-8115	(312) 236-8116	
	Family Construction Inc.	Rm	2230 South 61st Avenue	Cicero	Il	60804	(708) 863-7736	(708) 863-6445	
	Faust Associates	Co	410 South Michigan Avenue PH	Chicago	Il	60605	(312) 922-9070		
	Ferris Homes	Co	624 Anthony Trail	Northbrook	Il	60062	(847) 509-9600	(847) 509-9601	www.ferrishomes.com
James Halikas	First American Builders of Chicago	Co	4351 West 76th Street	Chicago	Il	60652-1265	(773) 581-4400		

Role Descriptions
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Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
Frank Paganis	First Line Construction Co. Inc.	Co	950 South Balsam Lane	Bartlett	Il	60103	(630) 736-0919	(630) 736-4377	
	Flood Bros Construction	Rm	2420 West Iowa Street	Chicago	Il	60622	(773) 342-8170		
	Florex Home Improvements	Rm	3545 North Octavia Avenue	Chicago	Il	60634	(773) 637-3552		
	Fogelson Companies Inc., The	Co	100 South Wacker Drive	Chicago	Il	60606-4006	(312) 920-7400		
	Folio Square Lofts Unlimited	Co	124 West Polk Street	Chicago	Il	60605	(312) 939-1962		
	Forde Windows & Remodeling Inc.	Rm	2824 Sugar Pine Circle	Northbrook	Il	60062	(847) 562-1188		
	Forest Knoll Development	Co	2155 Stonington Avenue Unit 203	Hoffman Estates	Il	60195	(847) 882-4411		
Alan Foss	Foss Remodeling & Design Inc.	Rm	160 Weidner Road	Buffalo Grove	Il	60089	(847) 537-3744	(847) 537-1145	email@foassremodeling.com
	Fountain Square Condominiums (Shaw Company)	Co	845 East 22nd Street	Lombard	Il	60148	(630) 268-0626		
Gene Burla and Joe Burla	Frank Burla & Sons Builders Inc.	Co	20620 Burl Court	Joliet	Il	60433	(815) 727-6400	(815) 727-5353	
	Frankel & Giles	Co	1538 South State Street	Chicago	Il	60605	(312) 949-1500		www.frankelgiles.com
Fred Berglund	Fred Berglund & Sons Inc.	Co	8410 South Chicago Avenue	Chicago	Il	60617	(773) 374-1000	(773) 374-0701	f.berglund@berglundconst.com
Edgar Gettleman, Vice President	Fred Teitelbaum Construction	Co	5526 North Kedzie Avenue	Chicago	Il	60625	(773) 267-7676		
	Fredrickson-KRJ Inc	Co	233 South Wacker Drive Unit 570	Chicago	Il	60606	(312) 875-9244		
	Fries-Walter Co	Co	440 South LaSalle Street	Chicago	Il	60605	(312) 427-7858		
	G V Construction Co Inc	Co	3424 South State Street	Chicago	Il	60616	(312) 842-6590		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Galaxie Construction & Supply Co	Rm	7601 South Cicero Avenue	Chicago	Il	60652	(773) 585-1063		
	Gandys Home Improvement	Rm	9133 South Ellis Avenue	Chicago	Il	60619	(773) 221-6420		
Michelle Gardner	Gardner Construction	Co	265 West Wood Street	New Lenox	Il	60451	(815) 485-4577	(815) 485-4620	www.gardnerconstruction.com
Steve R. Garrelts	Garrelts & Sons Inc.	Co	PO Box 295	McHenry	Il	60050	(815) 385-3821	(815) 385-3892	
	Genco Construction	Rm	4139 North Western Avenue	Chicago	Il	60618	(773) 539-5831		
	Genco Construction	Rm	1340 West Touhy Avenue	Chicago	Il	60626	(773) 539-5831		
	Gerald Construction Co.	Rm	2640 West Touhy Avenue	Chicago	Il	60645	(773) 764-0633		
	Glen Hill Development Corp.	Co	2530 Adamsway Drive	Aurora	Il	60504	(630) 898-8805		
	Glenview NAS Redevelopment Project Office	Ow	1370 Shermer Court	Glenview	Il	60025-2736	(847) 998-9500		
	Gonzon Construction	Co	3146 South Morgan Street	Chicago	Il	60608	(312) 243-3335		
	Grace Full Home Improvement Inc.	Rm	4442 North Ashland Avenue	Chicago	Il	60640	(773) 271-7338		
Randy Granath	Grandee Inc.	Co	8 East Willow Road	Prospect Heights	Il	60070	(847) 788-0411	(847) 788-1704	grandee@home.com
Ron Kool	Great Lakes Property Restoration, Inc.	Rm	1431 West Hood Avenue	Chicago	Il	60660	(773) 274-1867		
	Greater Remodeling Services Inc.	Rm	1728 North Campbell Avenue	Chicago	Il	60647	(773) 395-0707	(312) 492-6577	
	Grimsley Group	Co	1116 West Barry Avenue	Chicago	Il	60657	(773) 935-6500		
	Grove Builders Inc.	Rm	4747 West Peterson Avenue	Chicago	Il	60646	(773) 725-0075		
	Gryc Construction	Rm	6110 West Peterson	Chicago	Il	60646	(312) 420-5555		

Role Descriptions
Co – Contractor, Developer or Owner
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	Guerra Construction Co	Co	2973 South Archer Avenue	Chicago	Il	60608	(312) 949-9962		
	Gurhy & Keaney Home Builders	Co	1070 North Milwaukee Avenue	Chicago	Il	60622	(773) 772-5220		
	H & C Construction	Rm	4339 North Austin Avenue	Chicago	Il	60634	(773) 282-1955		
	H B Barnard Co Builders	Co	53 West Jackson Boulevard Suite 815	Chicago	Il	60604	(312) 431-1231		
	Habitat For Humanity	Co	1920 South Laflin Street	Chicago	Il	60608	(312) 243-6448		
	Hallmark Builders Inc.	Rm	3530 West Peterson Avenue	Chicago	Il	60659	(773) 588-3500		
Dave Anderson	Handy Dave and Company Inc	Rm	338 Gould	Gurnee	Il	60031	(847) 249-5355	(847) 249-5424	handyone@aol.com
Lloyd Griffen	Handyman Online	Rm	710 Landwehr	Northbrook	Il	60062	(847) 559-1095		
	Hanrahan Home Improvement Limited	Rm	6041 North Talman Avenue	Chicago	Il	60659	(773) 764-7118		
	Hanzel Construction Inc.	Rm	23 West 660 Burdette Avenue	Carol Stream	Il	60188-2140	(630) 665-5877		
Paul N. Happ Sr.	Happ Builders Inc.	Co	51 Sherwood Trail, Suite N	Lake Bluff	Il	60044	(847) 234-6434	(847) 234-6493	
	Hardwood Remodeling & Flooring Inc.	Rm	7144 West Higgins Avenue	Chicago	Il	60656	(773) 763-5502		
	Harness Construction Inc.	Rm	5319 West Drummond Place	Chicago	Il	60639	(773) 889-2635		
	Havlicek Builders Inc.	Co	648 North Street	Geneva	Il	60134	(630) 232-4000		www.havlicekbuilders.com
	HDS Home Improvement	Rm	1323 West 108th Street	Chicago	Il	60643	(773) 445-9006		
	Hedean IOAN Construction	Rm	6237 North Mozart Street	Chicago	Il	60659	(773) 973-4837		
	Heritage Home Improvement	Rm	3821 North Lowell Avenue	Chicago	Il	60641	(773) 794-0511		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

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	Heritage Remodeling	Rm	5342 South Mason Avenue	Chicago	Il	60638	(773) 735-1854		
	Hidden Creek Estates	Co	595 Hidden Creek Drive	Antioch	Il	60002	(847) 838-0130		
	High Standard Remodeling	Rm	1740 North 76th Avenue	Elmwood Park	Il	60707	(708) 452-1112		
Michael R. Klein	Highland Home Improvements, Inc.	Rm	4962 North Milwaukee Avenue	Chicago	Il	60630-2115	(773) 283-5700		
	Holsten Real Estate Development Corporation	Co	1333 North Kingsbury Street Suite 305	Chicago	Il	60622-2687	(312) 337-5339		
	Home Max Builders Inc.	Rm	3746 North Oriole Avenue	Chicago	Il	60634	(773) 625-3380		
	Homebuilder.com	Co	6101 North Glenwood Avenue	Chicago	Il	60660	(773) 764-2256		
Pat Ryle	Homecraft Construction, Inc.	Rm	9449 South Halsted Street	Chicago	Il	60620-2722	(773) 846-2441	(773) 846-0698	
	House Depot	Rm	4854 West Irving Park Road	Chicago	Il	60641	(773) 777-6959		
	House of Vinyl Ltd.	Rm	910 Riverside Drive Unit 8	Elmhurst	Il	60126-4979	(630) 682-4536		
	Household Remodelers	Rm	4136 North Kedzie Avenue	Chicago	Il	60618	(773) 588-8600	(773) 588-1001	Hsehld2@aol.com
Housh Khoshibin	Housh's Construction	Co	PO Box 211	Lake Zurich	Il	60047-0211	(847) 478-5102		http://americanbuilders.com/Housh
Greg Kiburz	Howard Miller Kitchens Bathrooms Additions	Rm	3026 Commercial Avenue	Northbrook	Il	60062-1913	(847) 291-7050	(847) 291-7075	
Jan Em, Project Manager	Hunter Alliance Co	Co	527 South Wells	Chicago	Il	60607	(312) 987-1900		
	Illinois Home Improvement Corporation	Rm	5218 North Elston Avenue	Chicago	Il	60630	(773) 794-1400		
	Illinois Remodelers	Rm	6246 North Pulaski Road	Chicago	Il	60646	(773) 725-9077		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Inc.								
	Image Remodeling Co.	Rm	823 North Kedvale Avenue	Chicago	Il	60651	(773) 486-2921		
	Independence Decorating Inc.	Rm	4437 North Kenton Avenue	Chicago	Il	60630	(773) 202-8004		
	Infinite Health Inc.	Rm	646 West Webster Unit 1	Chicago	Il	60614	(773) 251-5333		www.infinitehealthinc.com
	Insignia Homes Corp.	Co	35 West Slade Street	Palatine	Il	60067	(847) 963-0885		www.insigniahomes.com
	Interior Alterations Inc	Rm	318 West Adams Street #11	Chicago	Il	60606	(312) 454-1599		
	Interior Construction Group	Co	105 West Adams Street Suite 900	Chicago	Il	60603	(312) 553-4949		
Tony Hopkins	Irish Tony II, Inc.	Co	139 Westridge Boulevard	Bartlett	Il	60103	(630) 497-4652	(630) 497-0409	
Irwin Axlerod	Irwin Axlerod Construction	Co	1946 Lehigh, Unit E	Glenview	Il	60025	(847) 998-4600	(847) 998-4691	
	J&B Builders Inc.	Co	2000 West Main Street, Unit H	St. Charles	Il	60174-1773	(630) 587-9900		www.jbbuilders.com
	J.P. O'Connor and Company	Co	1873 Hicks Road	Rolling Meadows	Il	60008	(847) 202-8877	(847) 202-8901	www.oconnorhomes.com
Bob Goray	J.S. Goray Inc.	Co	355 West Belvedere Road	Round Lake Park	Il	60073	(800) 516-3074	(847) 740-2284	jsgorayinc.@aol.com
Michael Meagher, Marketing	James McHugh Construction Company	Co	2222 South Indiana Avenue	Chicago	Il	60616	(312) 842-8400	(312) 842-3989	www.mchughconstruction.com
	JAR Design	Co	105 West Adams Street Suite 2125	Chicago	Il	60603	(312) 627-0605		
	Jim Miller Contractor	Rm	8617 South Bishop Street	Chicago	Il	60620	(773) 233-1172		
	JMA Inc.	Rm	4424 North Monitor Avenue	Chicago	Il	60630	(773) 282-1920		
	JMB Retail Properties Co	Co	900 North Michigan Avenue Suite 1900	Chicago	Il	60611	(312) 440-4800		
	Jo & Ruth Remodeling	Rm	5053 North Long Avenue	Chicago	Il	60630	(773) 481-9334		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

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	John Craib Cox & Associates	Co	53 West Jackson Boulevard	Chicago	Il	60604	(312) 427-1910		
	John Hall Homes	Co	2020 Dean Street, Suite A	St. Charles	Il	60174	(630) 377-1515	(630) 377-1648	www.johnhallhomes.com
	Johnnys Remodeling	Rm	5111 North Ashland Avenue	Chicago	Il	60640	(773) 561-1098		
	Joneson Roofing and Home Repair	Rm	11732 South Prairie Avenue	Chicago	Il	60628	(773) 645-9695		
	Joneson Roofing and Home Repair	Rm	2043 West Dickens Avenue	Chicago	Il	60647	(773) 645-9695		
Jessica Mandzira, Office Manager	Joseph A Renzi & Associates	Co	850 West Jackson Boulevard	Chicago	Il	60607-3032	(312) 421-4760		
	Joseph Freed & Associates	Co	1400 South Wolf Road, Building 100	Wheeling	Il	60090	(847) 215-5326		www.jfreed.com
Michael Henderson	Joseph J. Henderson & Son	Co	15255 South 94th Avenue, Suite 602	Orland Park	Il	60462	(708) 364-1380	(708) 364-1381	
	Judah Construction	Co	5151 North Harlem Avenue	Chicago	Il	60656	(773) 774-7667		
	Julians Remodeling	Rm	7357 West Addison Street	Chicago	Il	60634	(773) 622-3550		
	K & R Home Improvements	Rm	12510 South Racine Avenue	Riverdale	Il	60827	(708) 388-0662		
	K R Kleiner & Co	Co	300 West Adams Street Unit 623	Chicago	Il	60606	(312) 251-7600		
Keith Miller, President	K R Miller Contractors Inc	Co	1624 Colonial Parkway	Inverness	Il	60067	(847) 358-6400		www.krmiller.com
	Keating Development Group	Co	320 West Illinois, Suite C 110	Chicago	Il	60610	(312) 644-8733		www.keatinggroup.com
	KED Inc	Co	3543 South Indiana Avenue	Chicago	Il	60653	(312) 949-9524		
	Kelly Construction & Design	Co	1471 South Michigan Avenue	Chicago	Il	60605	(312) 663-1110		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

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	Kenar LLC	Co	1904 Wright Boulevard	Schaumburg	Il	60193	(847) 352-0100		www.kenarllc.com
	Kenard Corp	Co	4242 North Sheridan Road	Chicago	Il	60613	(773) 244-1000		
	Kennedy Homes Limited Partnership	Co	1051 East Main Street Unit 10	East Dundee	Il	60118	(847) 844-8500		www.kennedyhomebuilders.com
	Kenneth James Builders	Co	1535 Lake Cook Road Unit 302	Northbrook	Il	60062	(847) 291-4633		www.kjames.com
Robert K. Steiman, Manager, Purchasing Department	Kenny Construction Company	Co	250 Northgate Parkway	Wheeling	Il	60090-2668	(847) 541-8200		
	Kenny Manta Industries	Co	414 North Orleans Street Suite 202	Chicago	Il	60610-4421	(312) 645-9000		
David Kimball Hill Jr., Chairman and CEO	Kimball Hill Homes	Co	5999 New Wilke Road Suite 400	Rolling Meadows	Il	60008-4504	(847) 255-0500		www.kimballhomes.com
	Kipling Homes	Co	611 West Jefferson	Shorewood	Il	60431	(815) 725-0678		wwwkiplinghomes.com
	Kirk Corp.	Co	201 Juniper Circle	Streamwood	Il	60107	(630) 830-8300		www.kirkhomes.com
Dennis L. Vennen	Klein and Hoffman Inc.	Co	100 South Wacker Drive, Suite 1250	Chicago	Il	60606	(312) 251-1900	(312) 251-1960	dvennen@kleinandhoffman.com
	Klein Design & Construction	Co	3044 West Belmont Avenue	Chicago	Il	60618	(773) 583-8830		
Gerald Kline Jr.	Kline Construction	Co	PO Box 1065	Elgin	Il	60121-1065	(847) 931-4000	(847) 931-4250	
	KMW Construction Corporation	Rm	5517 West Melrose Street	Chicago	Il	60641	(773) 283-9820		
	Knudsen Construction	Co	175 West Jackson Boulevard	Chicago	Il	60604	(312) 986-8494		
	Kowalkowski Construction	Rm	1136 West 35th Street	Chicago	Il	60609	(773) 254-6704		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

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	Kris Konstruction & Remodeling	Rm	6721 West Irving Park Road	Chicago	Il	60634	(773) 282-7260		
Gina M. Krusinski	Krusinski Construction Company	Co	2107 Swift Drive	Oak Brook	Il	60523	(630) 573-7700	(630) 573-7780	www.krusinski.com
	Lakeshore Development & Construction	Co	555 West Jackson Boulevard Unit 250	Chicago	Il	60661	(312) 461-1012		
	Lakewood Homes	Co	2500 West Higgins, Suite 1250	Hoffman Estates	Il	60195	(847) 884-8800	(847) 884-8986	www.lakewoodcomes.com
Doreen Lang	Lang Exteriors	Rm	2323 West 59th Street	Chicago	Il	60636	(773) 737-4500	(773) 737-0030	
	LaPelusa Home Improvement Inc.	Rm	6622 North Milwaukee Avenue	Niles	Il	60714-4417	(847) 647-9900		www.remodelersnet.com
Johnathan Moore	Lappin General Contracting	Rm	200 Addison Road	Riverside	Il	60546	(708) 442-5306	(708) 442-5102	lappin.lgc@mindspring.com
Don Blackman	Laursen & Blackman Co	Co	PO Box 937	Antioch	Il	60002	(847) 838-5300	(847) 838-5307	
	Lawrence Heuvelman Inc.	Rm	PO Box 642	Antioch	Il	60002	(847) 838-0604		
Peter Gastorklewicz	Leader Builders	Co	6427 North Dempster	Morgon Grove	Il	60053	(847) 965-0200		
Mike LeClair	LeClair Building Systems Inc.	Co	12512 Pleasant Valley Road	Woodstock	Il	60098	(815) 338-0515	(815) 338-0515	
	Liberty Craft Builders and Developers	Co	1 Carlton Court	Barrington	Il	60010	(847) 304-9025		
	Liberty Home Developers	Co	4714 North Milwaukee Avenue	Chicago	Il	60630	(773) 205-4200		
Joe Minaglia	Limitless Design & Construction	Co	916 Saratoga Parkway	Sleepy Hollow	Il	60118	(815) 356-9525	(815) 356-9540	
Floyd A. Day	Lindblad Construction Company of Joliet Inc.	Co	717 East Cass Street, PO Box 899	Joliet	Il	60434	(815) 726-6251	(815) 723-4907	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

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	Lindsay Carpentry & Tile	Rm	6751 North Keota Avenue	Chicago	Il	60646	(773) 774-6524		
Brad Mathes, CEO/ President	Linn-Mathes Inc	Co	309 South Green Street	Chicago	Il	60607-3501	(312) 454-0200	(312) 454-6182	www.linn-mathes.com
	Little Bear Contractors	Co	1109 West Taylor Street	Chicago	Il	60607	(312) 226-2151		
	Lord & Essex Homes	Co	1135 Mitchell Road	Aurora	Il	60505	(630) 896-2300	(630) 896-3233	www.lordandessex.com
Rich L. Loberg	Lotz Renovation	Rm	398 Stonewood Circle	Carol Stream	Il	60188	(630) 871-1369	(630) 871-1469	
	LR Development Co.	Co	350 West Hubbard	Chicago	Il	60610	(312) 595-7400		www.lrrealty.com
	M & J Design	Rm	4100 West Grand Avenue	Chicago	Il	60651	(773) 292-9845		
	M & M Remodeling Corporation	Rm	5412 South Luna Avenue	Chicago	Il	60638	(773) 767-7080		
	M G S General Service Inc	Co	4213 North Oketo Avenue	Harwood Heights	Il	60706	(708) 452-2690		
Kari Harrison	M.A. King Construction	Co	662 North Broadway	Aurora	Il	60505	(630) 554-2544	(630) 892-3233	
	Mack Developers	Co	5565 Christopher Drive	Oak Forest	Il	60452	(708) 560-0458		
	Macks Home Construction	Rm	9351 South Luella Avenue	Chicago	Il	60617	(773) 374-1355		
	Magellan Development Group Ltd	Co	One Superior Place, Suite 200	Chicago	Il	60610-8803	(312) 642-2777		
	Majestic Custom Builders Inc.	Co	1467 South Michigan Avenue	Chicago	Il	60605	(312) 566-0061	(773) 721-9802	
	Manufactured Home Communities	Co	2 North Riverside Plaza, Suite 800	Chicago	Il	60606	(312) 279-1400		
	Maria V Pinto Designs Inc	Co	1006 South Michigan Avenue Unit 400	Chicago	Il	60605	(312) 360-1330		
	Mark Construction	Rm	5747 West Fullerton Avenue	Chicago	Il	60639	(773) 804-1340		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

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	Mark Properties Inc.	Co	900 West 31st	Chicago	Il	60608	(312) 949-9962		
	Markle's Construction Company	Co	32209 Markle Road	Wilmington	Il	60481	(815) 476-6169		
	McCauley Construction	Co	501 North Clinton Street	Chicago	Il	60610	(312) 243-2534		
	McClaughry Development Co Inc	Co	9401 West 143rd Street	Orland Park	Il	60462	(708) 873-0118		
	MCL Design Center	Co	1240 West Belmont Avenue	Chicago	Il	60657	(773) 871-8481		
	MCL Development Corporation	Co	445 East Illinois Street Suite 565	Chicago	Il	60611-5320	(312) 321-8900		www.mclcompanies.com
Rebecca Kuepers, Project Manager	McShane Construction Corp	Co	6400 Shafer Court Suite 400	Rosemont	Il	60018	(847) 292-4300		www.mcshane.com
	MCZ Development Corp	Co	1555 North Sheffield Avenue	Chicago	Il	60622	(312) 573-1122		
	Meadow Woods Associates	Co	273 North York Street	Elmhurst	Il	60126	(630) 279-9906		
	Meadows of Blue Island	Co	12311 Meadow Lane	Blue Island	Il	60406	(708) 489-5005		
	Melrose Home Improvements	Rm	1909 West North Avenue	Melrose Park	Il	60160	(708) 343-3777		www.melrosecorp.com
	Mesirow Stein Real Estate Inc	Co	350 North Clark Street	Chicago	Il	60610-4712	(312) 372-4240		
Ed Borter	Miah Construction Inc.	Co	8405 Huntley Road	Crystal Lake	Il	60014	(815) 477-1011	(815) 477-3382	
	Mick Bert Construction Co	Co	3246 South Princeton Avenue	Chicago	Il	60616	(312) 842-5050		
Michael Conneely Jr.	Micon Construction	Co	2968 Red Barn Court	Aurora	Il	60505	(630) 375-9200	(630) 375-6556	www.miconconstruction.net
	Mikon Contractors & Developers	Co	705 East 162nd Street Floor 2	South Holland	Il	60473	(708) 225-0105		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

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	Millennium 3	Co	41 West Congress Parkway	Chicago	Il	60605	(312) 786-9702		
	Mosel Kermit	Co	1074 South Wabash Avenue	Chicago	Il	60605	(312) 264-4644		
	MTI Construction Services	Co	1900 East Golf Road, Suite 125	Schaumburg	Il	60173	(847) 592-6500	(847) 592-6505	
	Museum Park Construction	Co	1313 South Indiana Avenue	Chicago	Il	60605	(312) 922-6110		
Barry Narvick	Narvick Brothers	Co	1037 Armstrong Street	Morris	Il	60450	(815) 942-1173	(815) 942-3892	
	National Construction and Rem.	Co	847 West Adams Street	Chicago	Il	60607	(312) 226-1970		
	Nayer Construction	Co	329 West 18th Street	Chicago	Il	60616	(312) 326-1000		
	Near North Properties	Co	875 North Dearborn Street	Chicago	Il	60610	(773) 440-9600		
	Nelco Home and Construction	Co	1134 Winding Glen Drive	Carol Stream	Il	60188	(630) 372-6965		
	Neumann Homes	Co	4355 Weaver Parkway	Warrenville	Il	60555	(630) 251-2000		www.neumannhomes.com
	New Horizon	Rm	4357 West Fullerton Avenue	Chicago	Il	60639	(773) 772-3863		
	New Look Home Service Inc.	Rm	2655 North Laramie Avenue	Chicago	Il	60639	(773) 237-8780		
	No Limit Construction	Co	4660 North Elston Avenue	Chicago	Il	60630	(773) 202-9633		
	No Limit Construction	Co	7825 North Linder Avenue	Morton Grove	Il	60053	(773) 202-9633		
	Norcon Inc	Co	560 West Washington Boulevard Suite 350	Chicago	Il	60661-2512	(312) 715-9200		
	North American Remodeling Inc	Rm	4328 North Ozark Avenue	Harwood Heights	Il	60706	(708) 456-0550		
	North Shore Development (The Pickus Companies)	Co	1220 Grand Avenue	Waukegan	Il	60085	(847) 336-5490		

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Co – Contractor, Developer or Owner
Rm - Remodeler

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	Norwood Builders	Co	7458 North Harlem Avenue	Chicago	Il	60631	(773) 775-5400		www.norwoodbuilders.com
	Novix Home Improvement	Rm	2256 West Roscoe Street	Chicago	Il	60618	(773) 871-6760		
	Novotny Builders	Co	5953 West Cermak Road	Cicero	Il	60804	(708) 780-8292		
	Oak Creek Builders & Developers	Co	23W170 Butterfield Road	Warrenville	Il	60555	(630) 393-6059		
Donna Dew	Oak Tree Contruction Services	Rm	513 Cutter's Mill Lane	Schaumburg	Il	60194	(847) 843-3030	(847) 863-3080	
	Ogden Discount Remodeling Co.	Rm	10428 South Prairie Avenue	Chicago	Il	60628	(773) 233-3700		
	Old Fashion Construction Co.	Rm	3835 West School Street	Chicago	Il	60618	(773) 282-4852		
	Olympic Home Improvements	Rm	12559 South Holiday Drive	Alsip	Il	60803	(708) 293-0975		
	Orchard Colony Homes	Co	7000 South Adams Street Suite 220	Hinsdale	Il	60521	(630) 325-9540		
	Orren Pickell Builders Inc.	Co	2201 Waukegan Road Unit W-285	Bannockburn	Il	60015	(847) 914-9629		www.pickellbuilders.com
	Otis Construction Co	Co	111 West Jackson Boulevard	Chicago	Il	60604	(312) 786-9877		
	P & J Construction Co.	Rm	1030 North Lorel Avenue	Chicago	Il	60651	(773) 626-1747		
	Paiges Home Improvement	Rm	11439 South Perry Avenue	Chicago	Il	60628	(773) 468-7243		
	Par Development	Co	99 Boulder Drive	Lake in the Hills	Il	60102	(847) 854-2777		www.pardevelopment.com
	Paradise Home Remodelers	Rm	2804 North Parkside Avenue	Chicago	Il	60634	(773) 385-8317		
	Paramount Homes	Co	2501 North Lincoln Avenue Suite 225	Chicago	Il	60614	(773) 528-9077		www.paramounthomes.com
	Park Home Improvements	Rm	3521 West 95th Street	Evergreen Park	Il	60805	(708) 636-0091		
George	Parksite Inc.	Rm	1563 Hubbard Avenue	Batavia	Il	60510	(630) 761-9490	(630) 761-6820	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
Deichmueller									
	Pas Productions	Rm	23 West 109th Place	Chicago	Il	60628	(773) 568-9123		
James Pasch	Pasch & Sons Construction Company	Co	680 Summit Drive	Lockport	Il	60441	(815) 838-2076	(815) 838-2064	
	Paschen F H	Co	2700 South Robinson Street	Chicago	Il	60608	(773) 254-7005		
	Pasquinelli Inc.	Co	905 West 175th Street	Homewood	Il	60430	(708) 957-3456		www.pasquinelli.com
Tracy MacCallum	Patrick Mac Inc.	Co	18463 West Washington Street	Gurnee	Il	60031	(847) 548-0565	(847) 548-0566	
	Paul H. Schwendener Inc.	Co	400 North State Street, Suite 300	Chicago	Il	60610	(312) 321-6160	(312) 321-0286	
Michael S. Schwendener	Paul H. Schwendener Inc.	Co	1000 Vandustrial Drive	Westmont	Il	60559-2472	(630) 971-3303	(630) 971-2584	www.schwendener.com
	Pelar Construction Co	Co	555 West Jackson Boulevard Unit 200	Chicago	Il	60661	(312) 922-4477		
Paul C. Lach	Pennant Construction Co. Inc.	Rm	322 East 165th Street	Harvey	Il	60426	(708) 333-6760	(708) 333-5012	
Dean A. Pepol	Pepol Remodeling Inc.	Rm	60 East Chestnut Street, Unit 429	Chicago	Il	60611	(312) 222-9977	(312) 222-9977	
J. Stanley Pepper	Pepper Companies Inc., The	Co	643 North Orleans Street	Chicago	Il	60610-3690	(312) 266-4700	(312) 266-2792	www.pepperconstruction.com
David Pepper	Pepper Construction Company	Co	18505 West Creek Drive	Tinley Park	Il	60477	(708) 802-8100	(708) 802-8200	www.pepperconstruction.com
	Perma Guard Building Restoration	Rm	6320 Roosevelt Road	Oak Park	Il	60304	(708) 848-0077	(708) 383-9255	
	Philbin Construction & Remodeling Company	Rm	12745 South Central Avenue	Crestwood	Il	60445-1130	(708) 385-5780		
Tom Teschner	Phoenix Builders Ltd	Co	1801 Winnetka Circle	Rolling Meadows	Il	60008	(847) 394-2999	(847) 394-9993	ttesch@phoenixbuilders.com

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Phoenix Development	Co	1403 Essington Road	Joliet	Il	60431	(815) 741-8700		www.phoenixdevelopers.com
	Phoenix Remodeling	Rm	7129 West Devon Avenue	Chicago	Il	60631	(773) 763-9464		
	Piper Jaffray	Co	233 South Wacker Drive	Chicago	Il	60606	(312) 454-0642		
Jeff Karp, President	Power Contracting and Engineering Corporation	Co	2360 Palmer Drive	Schaumburg	Il	60173-3824	(847) 925-1300		www.powerconstruction.net
	Prime Construction Service Inc	Co	815 West Van Buren Street Suite 301	Chicago	Il	60607	(312) 782-0606		
	Professional Construction	Rm	6701 West Diversey Avenue	Elmwood Park	Il	60707	(773) 836-3600		
	Professional Home Remodeling	Rm	2918 North Putaski Road	Chicago	Il	60641	(773) 286-2300	(773) 286-5253	
	Professional Home Remodeling	Rm	3945 West Irving Park Road	Chicago	Il	60618	(773) 478-9800		
Rick Politowicz	Professional Homes Services Inc	Rm	26035 North Lakeland Drive	Lake Barington	Il	60084	(847) 487-0450	(847) 487-0452	www.ProHomeService.com
	Progress Construction	Co	200 West Adams Street Suite 1205	Chicago	Il	60606	(312) 474-6500		
Jim Gage	Project & Construction Services Inc.	Co	1300 Skokie Highway Suite 104	Gurnee	Il	60031	(847) 623-9319	(847) 623-7317	jimgage@projectservice.net
	Property Concepts	Co	2677 Route 34	Oswego	Il	60543	(630) 554-6000		www.pcihomes.com
Peter J. Pullara	Pullara Construction Inc.	Co	2404 Reeves Road	Joliet	Il	60436	(815) 744-2424	(815) 744-1039	pullara@uti.com
	Pulte Homes	Co	2250 Point Boulevard Suite 401	Elgin	Il	60123	(847) 843-0500		www.pulte.com
	Pulte Homes	Co	2500 West Higgins Road, Suite 770	Hoffman Estates	Il	60195	(847) 843-0500		
	Quail Construction Inc	Co	4018 Joliet Avenue	Lyons	Il	60534	(708) 442-0464	(708) 442-7469	quailinc@aol.com
	Quality Construction and Design	Rm	7026 West North Avenue	Elmwood Park	Il	60707	(773) 745-8661		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Quality Remodeler	Rm	7951 South Maryland Avenue	Chicago	Il	60619	(773) 488-2800		
	Quality Remodeling	Rm	3847 West Devon Avenue	Chicago	Il	60659	(773) 509-0200		
	R & B Carpentry Inc.	Rm	5746 West 63rd Place	Chicago	Il	60638	(773) 582-9070	(773) 582-9077	rbbuilds2@aol.com
	R & J Home Improvements	Rm	2723 South Eleanor Street	Chicago	Il	60608	(773) 376-2575		
Robert/Marianne Rothstein	R & R Construction and Remodeling, Inc.	Rm	5225 West Windsor	Chicago	Il	60630	(773) 685-2812	(773) 685-2812	
	R & R Developers Inc	Co	3851 North Southport Avenue	Chicago	Il	60613	(773) 325-1300		
	R B's Community Developers	Co	8149 South Loomis Boulevard	Chicago	Il	60620	(773) 783-0830		
	R L Sohol Developer & General Contractor	Co	12211 Rhea Drive	Plainfield	Il	60544	(815) 436-1177		
	R&J Home Improvements	Rm	2723 South Eleanor Street	Chicago	Il	60608	(773) 376-2575		
Richard L. Berti	R. Berti & Son Contractor Inc.	Co	1604 West Caton Farm Road	Lockport	Il	60441	(815) 725-9335	(815) 726-9340	rberti.contractor@juno.com
	Ramirez Repair & Remodeling	Rm	2841 West Cermak Road	Chicago	Il	60623	(773) 927-8910		
	Ramrod Services Inc.	Rm	7621 West Berwyn Avenue	Chicago	Il	60656	(773) 467-0930		ramrodsvcs@aol.com
	RAS Development	Co	2329 West Wolfram Street	Chicago	Il	60618	(773) 782-1340		
	Rays Home Improvement	Rm	6442 South Troy Street	Chicago	Il	60629	(773) 434-0149		
	RCS Remodeling Company	Rm	4423 South Greenwood Avenue	Chicago	Il	60653	(773) 285-3534		
	Realen Homes	Co	1528 Colonial Parkway	Inverness	Il	60067	(847) 202-1600		www.realenhomes.com
	Rebuild	Rm	2034 East 79th Street	Chicago	Il	60649	(773) 734-6808		
	Red Seal	Co	425 Huehl Road	Northbrook	Il	60062	(847) 272-5600		www.redsealhomes.com

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Development Corp.								
	Redker Construction	Co	4137 North Western Avenue	Chicago	Il	60618	(773) 539-2929		
	Redstone Builders	Co	4651 North Elston Avenue	Chicago	Il	60630	(773) 478-2500		
	Reed Illinois Corp	Co	600 West Jackson Boulevard	Chicago	Il	60661	(312) 943-8100		
	Reliable Home Improvement and Supply	Rm	500 West 9th Street	Lockport	Il	60441-2814	(630) 759-5606	(815) 838-3389	
Rick Reiner	Remodeling by the Tinman	Rm	7840 North Lincoln Avenue, Suite 103	Skokie	Il	60077	(847) 763-1800	(847) 763-1808	RicktheTinman@aol.com
Bud Fisher	Remodeling Consultants	Rm	2332 North Damen	Chicago	Il	60647-3322	(773) 276-8111	(773) 276-8486	
	Remodeling Station	Rm	8700 West Bryn Mawr Avenue	Chicago	Il	60631	(773) 745-8500		
	Renaissance Developers Inc	Co	5059 North Sheridan Road	Chicago	Il	60640	(773) 561-9419		
	Rendon Construction	Rm	5042 South Paulina Street	Chicago	Il	60609	(773) 778-1537		
	Resurrection Project	Rm	1818 South Paulina Street	Chicago	Il	60608	(312) 666-1323		
	Rezmar Development Group	Co	853 North Elston Avenue	Chicago	Il	60622-4113	(312) 666-8887	(312) 666-3558	www.rezmar.com
	Rhino Builders Inc.	Co	2811 Brenton Court, Joliet	Joliet	Il	60431	(815) 436-2983		
	Ricky Buiser Construction	Rm	4535 North Marmora Avenue	Chicago	Il	60630	(773) 202-9890		
	Rite-Way Decorating	Rm	2740 South Prairie Avenue Unit T-7	Chicago	Il	60616	(312) 225-3384		
	RJ Group Inc	Co	710 West Oakdale Avenue	Chicago	Il	60657-5212	(773) 348-6900		www.theenterprisecompanies.com
	Roberts Home Improvements	Rm	7711 Westwood Drive	Elmwood Park	Il	60707	(708) 453-4853	(708) 453-3128	
	Robinson	Co	725 East Irving Park	Roselle	Il	60172	(630) 307-0230		www.robdev.com

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Development Inc.		Road						
	Rosebud Builders & Developers	Co	760 North Frontage Road Unit 103	Hinsdale	Il	60521	(630) 455-5960		
	Royal Improvement Limited	Rm	765 West 69th Street	Chicago	Il	60621	(773) 846-4470		
	Rudek Construction Services	Rm	1454 West Thorne Avenue	Chicago	Il	60660	(773) 764-8685		
	Ryland Homes	Co	1051 Perimeter Drive, Suite 400	Schaumburg	Il	60173	(847) 995-9900	(847) 995-9901	
	S & S Home Builders	Co	999 West Wolfram Street	Chicago	Il	60657	(773) 665-1900		
	S A International Developers	Co	3819 West Greenleaf Avenue	Lincolnwood	Il	60712	(847) 673-0200		
	Sabella Construction	Rm	1621 North 73rd Avenue	Elmwood Park	Il	60707	(708) 456-9093		
	Sagitarius Inc.	Rm	3601 West Devon Avenue	Chicago	Il	60659	(773) 866-0430		
	Sam Lu Construction Co	Co	535 West 31st Street	Chicago	Il	60616	(312) 842-5046		
Bill Weber	Samanco Construction	Co	11109 South St. Louis	Chicago	Il	60655	(773) 298-0620	(773) 298-0619	
	Samson Construction Inc.	Co	850 West Jackson Boulevard	Chicago	Il	60607	(312) 733-9120		
	Scalise Home Building Co Inc.	Co	3045 South Pitney Court	Chicago	Il	60608	(312) 225-8567		
Frank Soyka	Scheduled Construction Corp.	Co	1099 North Corporate Circle	Grayslake	Il	60030	(847) 223-1800	(847) 223-1803	
	Schmidt Carpentry	Co	2103 Halsey Drive	Des Plaines	Il	60018	(847) 476-0325	(847) 296-7740	
	Schwartz Home Remodeling	Rm	5416 West Berenice Avenue	Chicago	Il	60641	(773) 545-2443		
	Seabreeze West Construction Inc.	Rm	28 West 064 Countryview Drive	Naperville	Il	60564	(630) 357-1232		www.seabreezewest.com
	Seans Construction	Rm	6643 South Kedzie Avenue	Chicago	Il	60629	(773) 767-4749		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Seitz Development	Co	400 South Financial Place	Chicago	Il	60605	(312) 957-1599		
Tom Kuzniar	Service Construction Company, Inc.	Co	5460 North Milwaukee Avenue	Chicago	Il	60630	(773) 777-5100	(773) 777-3245	
	Service Home Improvement	Rm	3044 North Laramie Avenue	Chicago	Il	60641	(773) 205-7740		
	Sevvonco Inc.	Co	201 East Dundee Road	Palatine	Il	60067	(847) 359-3591		www.sevvonco.com
	Shipshape Inc.	Rm	676 West Irving Park Road	Chicago	Il	60613	(773) 549-0018		
	Sho-deen Incorporated	Co	17 North First Street	Geneva	Il	60134	(630) 232-8570		www.shodeen.com
	Shorebank Development Corporation	Co	5100 West Harrison	Chicago	Il	60644	(773) 854-4011		
	Silvio Design Inc	Co	547 South Clark Street Unit 1005	Chicago	Il	60605	(312) 427-1735		
	Simple Repairs	Rm	2744 West 83rd Street	Chicago	Il	60652	(773) 255-8419		
Bill Shelby, Estimator	Skender Construction Company	Co	10101 South Roberts Road	Palos Hills	Il	60465-1556	(708) 430-8488	(708) 430-8472	www.skender.com
	Skyfield Construction	Co	223 West Jackson Boulevard	Chicago	Il	60606	(312) 377-2128		
	Solis Construction Co.	Rm	6944 South Kedvale Avenue	Chicago	Il	60629	(773) 735-2362		
	Southside Rehabers & Developer	Rm	3156 West Columbus Avenue	Chicago	Il	60652	(773) 436-3400		
Kim Basso	Specialty Home Improvement	Rm	140 Wood Street, Unit 119	Palatine	Il	60067	(847) 991-9816	(847) 991-9809	spclty@gateway.net
	Spengler Design & Construction Inc.	Rm	435 Duane Street	Glen Ellyn	Il	60137	(630) 790-0535		
	Square Construction & Remodeling Inc.	Rm	6103 North Elston Avenue	Chicago	Il	60646	(773) 467-4456		
	Star Construction	Rm	4846 North Oakley Avenue	Chicago	Il	60625	(773) 506-8696		
	Stone Age	Co	2338 West Nelson Street	Chicago	Il	60618	(773) 472-7860	(773) 472-7865	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Stonebridge Development Company	Co	9 Pinebrook Court	Edwardsville	Il	62025	(618) 656-7711		
	Stonegate Development	Co	600 North Kingsbury Street	Chicago	Il	60610	(312) 467-6000		
William Madden	Stoneridge Development Company Inc.	Co	PMB 160, 2400 East Main Street, Suite 103	St. Charles	Il	60174-2415	(630) 587-2290	(630) 587-2291	www.stonridgedevelopment.com
Ronald J. Stonitsch	Stonitsch Construction Inc.	Co	417 Taylor Street	Joliet	Il	60435	(815) 723-2233	(815) 723-2171	www.stonitsch.com
	Structure Supply Co	Co	1919 South Blue Island Avenue Unit 2	Chicago	Il	60608	(312) 432-0428		
	Sungloss Marble Company	Rm	937 North Ashland Avenue	Chicago	Il	60622	(773) 661-9070		
	Sutherland Pearsall Development Corp.	Co	1640 West Hubbard Street	Chicago	Il	60622	(773) 278-8078		
	T & T Construction Co	Co	3351 South Parnell Avenue	Chicago	Il	60616	(312) 326-2782		
	T J Builders & Developers	Co	840 West Vista Drive	Algonquin	Il	60102	(847) 854-8716		
	Tam Construction Co	Co	738 West 31st Street	Chicago	Il	60616	(773) 843-9812		
	Tang Rehabilitation	Rm	11700 South Laflin Street	Chicago	Il	60643	(773) 568-0680		
	Tapia & Sons Construction	Co	2833 South Archer Avenue	Chicago	Il	60608	(773) 254-3310		
	Tate Enterprises Inc.	Rm	5523 South Garfield	Hinsdale	Il	60521	(630) 986-0855		www.tateent.com
	Taylors Home Improvement	Rm	7207 South Vincennes Avenue	Chicago	Il	60621	(773) 783-3810		
Morgan Dubiel	Team Construction Inc.	Co	6348 North Milwaukee Avenue	Chicago	Il	60646	(773) 251-1496	(847) 647-6851	
	Ted Mazola-New West Realty	Co	1440 Taylor Street	Chicago	Il	60607	(312) 829-2906		
	Ted Welch Builders Inc.	Rm	1420 Washington Street	Wilmette	Il	60091-2525	(847) 256-0114		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Tenant Improvements	Rm	1121 South Clinton Street	Chicago	Il	60607	(312) 360-9030		
	Terrestris Development Co.	Co	1301 West 22nd Street Unit 210	Oak Brook	Il	60523	(630) 573-0460		www.terrestrisdevelopment.com
	Thompson Old House & Home Repair	Rm	5040 North Kimball Avenue	Chicago	Il	60625	(773) 539-1642		
	Thresholds	Co	157 West Division Street	Chicago	Il	60610	(312) 988-9333		
	Thrush Co.	Co	357 West Chicago Avenue Suite 200	Chicago	Il	60610	(312) 787-6640		
	Tishman Construction Co	Co	1507 South State Street	Chicago	Il	60605	(312) 697-1258		
Ronald E. Materick, President	Tishman Realty and Construction Co Inc	Co	One South Wacker Drive Suite 230	Chicago	Il	60606-4616	(312) 577-2310		www.tishmanconstruction.com
	Top Line Home Improvement Co.	Rm	2130 North Cicero Avenue	Chicago	Il	60639	(773) 637-2122	(773) 637-4633	customerservice@wynwyn.com
	Total Home Construction	Rm	3320 West 63rd Street	Chicago	Il	60629	(773) 767-4663		
	Tower Inc.	Rm	2135 West Chicago Avenue	Chicago	Il	60622	(773) 252-8040		
	Town & Country Conservatories	Rm	1475 West Foster Avenue	Chicago	Il	60640	(773) 506-8000	(773) 506-8815	
	Town & Country Homes	Co	1806 South Highland Avenue	Lombard	Il	60148	(630) 953-2222		www.townandcountryhomes.com
Tim Jones	Towne & Country Colonial Inc.	Co	1323 Hill Avenue	Wheaton	Il	60187	(630) 462-7319	(630) 462-7346	
Brian Colby, Vice President	Trapani Construction Company, Inc.	Co	1800 East Northwest Highway	Arlington Heights	Il	60004-6944	(847) 394-2222	(847) 394-2540	www.trapaniconstruction.com
Trent Farm	Trentco Builders Inc.	Co	212 Heather Avenue	Grayslake	Il	60030	(847) 223-7211	(847) 223-7241	
	Triad Construction Inc.	Co	2415 North Ashland Avenue	Chicago	Il	60614	(773) 388-2480		
	Triad Construction Services Inc	Rm	2775 Norton Creek Drive	West Chicago	Il	60185	(630) 584-9647		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
Tim Dominick	Trinity Contracting Inc.	Co	PO Box 747	Channahon	Il	60410	(815) 467-1927	(815) 467-2033	trinity@twnc.com
	Trinity Home Developers	Co	162 Poplar Avenue	Elmhurst	Il	60126	(630) 782-2153		
	Tripp Builders	Rm	3552 West Wrightwood Avenue	Chicago	Il	60647	(773) 252-4645		
	Tri-Star Group	Rm	5639 West Diversey Avenue	Chicago	Il	60639	(773) 237-4073		
	Trivic Remodelers Inc	Rm	2728 North Kedzie Avenue	Chicago	Il	60647	(773) 227-2255		
	Two Brothers Home Improvement	Rm	5841 South La Salle Street	Chicago	Il	60621	(773) 955-8366		
	U S Equities Inc	Co	20 North Michigan Avenue Suite 200	Chicago	Il	60602-4811	(312) 456-7000		
	Uhlmann Home Improvement Inc.	Rm	3522 West 111th Street	Chicago	Il	60655	(773) 349-0121		
	Unique Home Improvement & Remodeling	Rm	5124 West Chicago Avenue	Chicago	Il	60651	(773) 379-3360		
	United Construction Co.	Rm	2355 North Damen Avenue	Chicago	Il	60647	(773) 395-7900		
	United Services by Permaco Inc.	Rm	15802 Woodbine Circle	Vernon Hills	Il	60061	(847) 913-5800		
	Universal Construction	Rm	6952 South Aberdeen	Chicago	Il	60621	(847) 888-8301		
	Urban Home Builders	Co	424 East 44th Street	Chicago	Il	60653	(773) 373-3333		
	Urban Remodel & Rehabilitation	Rm	903 West 87th Street	Chicago	Il	60620	(773) 488-7736		
	Valenti Builders	Co	1441 West Taylor Street	Chicago	Il	60607	(312) 226-2719		
	Valenxa & Vazzana Construction (V & V Inc.)	Co	3142 South Halsted Street	Chicago	Il	60608	(312) 842-5046		
	Valerius Inc.	Co	18110 Dixie Highway	Homewood	Il	60430	(708) 258-9436		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Vanique Custom Design	Co	1300 West 32nd Pl	Chicago	Il	60608	(773) 927-1880		
	Venter & Associates	Rm	6466 West North Avenue	Elmwood Park	Il	60707	(773) 622-0220		
	Victoria Group	Co	266 West 26th Street	Chicago	Il	60616	(312) 842-8138		
	Vilas Development Corporation	Co	17W300 22nd Street	Oakbrook Terrace	Il	60181	(630) 993-0606		www.vilasdev.com
	Village of Glenview	Ow	1225 Waukegan Road	Glenview	Il	60025	(847) 724-1700		
	Visualwork	Co	1100 West Cermak Road Unit B423	Chicago	Il	60608	(312) 738-0690		
	VSA Partners Inc	Co	1347 South State Street	Chicago	Il	60605	(312) 427-6413		
Joanna Haerle	W. E. O'Neil Construction Co. of Chicago	Co	2751 North Clybourn Avenue	Chicago	Il	60614	(773) 755-1611	(773) 327-4784	www.weoneil.com
	Wah Construction & Remodeling	Rm	469 West 26th Street	Chicago	Il	60616	(312) 225-2080		
	Wall Surgeons	Rm	11639 South Ashland Avenue	Chicago	Il	60643	(773) 928-9299		
	Wallace Home Improvement Co.	Rm	9305 South Green Street	Chicago	Il	60620	(773) 238-9017		
Sue Jillson, Lead Estimator, Estimating Department	Walsh Construction Company of Illinois	Co	929 West Adams Street	Chicago	Il	60607	(312) 563-5400		www.walshgroup.com
	Washington Home Improvements	Rm	4918 West Potomac Avenue	Chicago	Il	60651	(773) 921-0288		
	WBC Home Improvements	Rm	5900 North Sheridan Road	Chicago	Il	60660	(773) 907-9082		
	Whitmer & Company Inc.	Rm	ON 352 Willow Road	Wheaton	Il	60187	(630) 668-9545		
	William Ryan Homes Inc.	Co	945 North Plum Grove Road, Suite G	Schaumburg	Il	60173	(847) 995-8700	(847) 995-8710	

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Contact	Company	Role	Address	City	State	Zip	Telephone	Fax	E-mail/Website
	Williams Decorating & Construction	Rm	2437 West Berwyn Avenue	Chicago	Il	60625	(773) 561-3593		
	Wiltgen John Robert Design Inc.	Rm	70 West Hubbard Street	Chicago	Il	60610	(312) 744-1151		
	Winbush Design	Co	1737 South Michigan Avenue Floor 3	Chicago	Il	60616	(312) 540-1017		
	Wiseman-Hughes Enterprises	Co	975 East 22nd Street	Wheaton	Il	60187	(630) 653-0500		www.wisemanhughes.com
Daniel Simon, Project Manager	Wooton Construction	Co	400 West Huron Street	Chicago	Il	60610-3402	(312) 266-9800		
	Wooton Construction	Co	222 South Racine Avenue	Chicago	Il	60607	(312) 829-2390		
	World Wide Installers	Rm	7536 South Stewart Avenue	Chicago	Il	60620	(773) 488-3771	(773) 488-7008	
	Wyndham Deerpoint	Co	605 Lindsay Circle	North Aurora	Il	60542	(630) 966-1000	(630) 966-1066	www.wyndhamdeerpoint.com
	Ye's Construction Co.	Rm	1516 North Lotus Avenue	Chicago	Il	60651	(312) 571-6580		
	Zachary House	Co	1102 East Avenue	Streamwood	Il	60107	(630) 483-0537		
	Zale Homes	Co	100 Lexington Drive Unit 100	Buffalo Grove	Il	60089	(847) 537-9191		www.zalehomes.com
	Zenith Construction	Co	1734 North Rockwell Street	Chicago	Il	60647	(773) 486-1581		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

3.0 ASSOCIATIONS

Association Name	**Address**	**Telephone**	**Fax**	**Web**
American Architectural Manufacturers Association	1827 Walden Office Square, Suite 104, Schaumbur IL 60173-4268	(847) 303-5664	(847) 303-5774	http://www.aamanet.org
American Fiberboard Association	1210 West Northwest Highway, Palatine, IL 60067	(847) 934-8394		www.fiberboard.org
American Hardboard Association	1210 West Northwest Highway, Palatine, IL 60067	(847) 934-8800	(847) 934-8803	www.hardboard.org
American Institute of Architects	1735 New York Avenue, NW, Washington DC 20006	(800) AIA-3837	(202) 626-7547	www.aia.org
American Institute of Architects, Illinois	1 Old State Capitol Plaza North, Springfield IL 62701-1323	(217) 522-2309	(217) 522-5570	www.aiail.org
American Institute of Architects, Chicago Chapter	1049 Merchandise Mart, Chicago IL 60654	(312) 670-7770	(312) 670-2422	www.aiachicago.org
American Institute of Architects, Eastern Illinois Chapter	P.O. Box 663, Orland Park IL 60462	(312) 946-7148		
American Institute of Architects, Northeast Illinois Chapter	412 Green Valley Drive, Naperville IL 60540	(708) 527-8550	(708) 357-4818	
American Institute of Architects, Northern Illinois Chapter	713 East State Street, Rockford IL 61104	(815) 962-3446		
American Instituite of Architects, Central Illinois Chapter	1 Old State Capitol Plaza North, Springfield IL 62701-1323	(217) 522-2309	(217) 522-5370	aiacentralillinois@springnet1.com
APA – The Engineered Wood Association	7011 South 19th Street, Tacoma, WA 98411	(253) 565-6600	(253) 565-7256	www.apawood.org
Brick Industry Association	11490 Commerce Park	(703) 620-0010	(703) 620-3928	www.brickinfo.org

Association Name	Address	Telephone	Fax	Web
	Drive, Reston, VA 20191			
Building Systems Council of NAHB	1201 15th Street NW, Washington DC 20005			www.buildingsystems.org
Canadian Manufactured Housing Institute	Suite 500, 150 Laurier Avenue West, Ottawa ON K1P 5J4	(613) 563-3520	(613) 232-8600	www.cmhi.ca
Home Builders Association of Greater Chicago	1915 Highland Avenue, Building A, Suite 225, Lombard, IL 60148	(630) 627-7575	(630) 627-7580	www.hbagc.com
Home Improvement Research Institute (HIRI)	3922 Coconut Palm Drive, 3rd Floor, Tampa, FL 33619	(813) 627-6750	(813) 627-7063	www.hiri.org
Illinois Housing Institute	1480 Renaissance Drive, Suite 204, Park Ridge, IL 60068	(847) 635-9000	(847) 635-9668	
Illinois Manufactured Housing Association	3888 Peoria Road, Springfield, IL 62702	(217) 528-3423	(217) 544-4642	www.imha.org
Illinois Manufactured Housing Association, Developer Chapter	c/o Robert Smith, Pointe Group, 176 Detroit St, Cary, IL 60013	(847) 462-0570	(847) 462-0472	
Illinois Manufactured Housing Association, Fox Valley Chapter	c/o Pat Lasco, Southmoor Estates MHC, 1032 S. 7th, DeKalb, IL 60115	(815) 756-1299	(815) 756-1390	
Illinois Manufactured Housing Association, Manufacturer Chapter	c/o Jim Rohm, Commodore Homes of IN, 12004 Lupine, Granger, IN 46530	(800) 837-2232	(219) 533-3251	
International Log Builders' Association	PO Box 775, Lumby, BC V0E 2G0	(250) 547-8775 or (800) 532-2900	(250) 547-8775	www.logassociation.org
Kitchen Cabinet Manufacturers Association	1899 Preston White Drive, Reston, VA	(703) 264-1690	(703) 620-6530	www.kcma.org

Association Name	Address	Telephone	Fax	Web
	20191			
The Manufactured Housing Institute	2101 Wilson Blvd., Suite 610, Arlington VA 22201-3062	(703) 558-0400	(703) 558-0401	www.manufacturedhousing.org
Modular Building Systems Association	3029 North Front Street, Suite 301, Harrisburg PA 17110	(717) 238-9130	(717) 238-9156	www.modularhousing.com
National Association of Aluminum Distributors	1900 Arch Street, Philadelphia, PA 19103-1498	(215) 564-3484	(215) 963-9784	www.naad.org
National Association of Floor Covering Distributors	401 North Michigan Avenue, Chicago, IL 60611	(312) 321-6836	(312) 245-1085	www.nafdc.com
National Association of Homebuilders	1201 15th Street, NW, Washington, DC 20005	(800) 368-5242 or (202) 266-8200		www.nahb.com
National Association of the Remodeling Industry	780 Lee Street, Suite 108, Des Plaines, IL 60016	(847) 298-9200	(847) 298-9225	www.nari.org
National Association of the Remodeling Industry – NARI of Greater Chicagoland	780 Lee Street, Suite 108, Des Plaines, IL 60016	(847) 298-6212	(847) 298-2922	e-mail narichicagoland@aol
National Concrete Masonry Association	2302 Horse Pen Road, Herndon, VA 20171-3499	(703) 713-1900	(703) 713-1910	www.ncma.org
National Kitchen and Bath Association	687 Willow Grove St., Hackettstown, NJ 07840	(908) 852-0033	(908) 852-1695	www.kitchenweb.com
National Lumber and Building Material Dealers Association	40 Ivy Street, SE, Washington, DC 20003	(202) 547-2230 or (800) 634-8645	(202) 547-7650	www.dealer.org/nlbmda/index.htm
National Wood Window and Door Manufacturers Association	1400 East Touhy Avenue, Suite 470, Des Plaines, IL 60018	(800) 223-2301	(847) 299-1286	www.nwwda.org

Association Name	Address	Telephone	Fax	Web
North American Building Material Distribution Association	401 North Michigan Avenue, Chicago, IL 60611	(312) 321-6845	(312) 644-0310	www.nbmda.org
Northeast Window and Door Association	191 Clarksville Road, Princeton Junction, NJ 08550	(609) 799-4900	(609) 799-7032	www.nwda.com
Vinyl Siding Institute	1801 K Street NW, Suite 600K, Washington, DC 20006-1301	(202) 974-5200	(202) 296-7005	www.vinylsiding.org
Window and Door Manufacturers Association	1400 East Touhy Avenue, Suite 470, Des Plaines, IL 60018-3305	(800) 223-2301	(847) 299-1286	www.windoorweb.com or www.wdma.com
Wood Moulding and Millwork Producers Association	507 First Street, Woodland, CA 95695	(530) 661-9591	(530) 661-9586	www.wmmpa.com

4.0 IMPORTANT WEBSITES

Description	Type of Information Available	Web Site
Anti-dumping and Countervailing Directorate	Part of Canada Customs Revenue Agency, information for exporters	http://www.ccra-adrc.gc.ca/sima
Architects' First Source	Information on suppliers, construction materials and other resources	http://www.afsonl.com
Automated Customs Information Service	Computerized, 24-hour telephone service providing recorded information, telephone 1-800-461-9999 within Canada	http://www.ccra-adrc.gc.ca/E/pub/cp/rc4040ed/rc4040ed/html
BOCA International (Building Officials and Code Administrators International)	Promotes use of common building code internationally, offices in Illinois, New York, Ohio, Oklahoma and Pennsylvania	http://www.bocai.org
Buildcore Supplier Index	List of product information organized by Master Format ™ classification system	http://www.buildcore.com/bps_mnf.htm
Building Systems Magazine	Online magazine providing current information on the use of building systems for residential construction	http://www.buildingsystems.com
Building Team	Codes database with detailed information on building codes for all 50 states	http://buildingteam.com/codes/index.asp
BuildNet	Builder management software provider	http://www.buildnet.com
Bureau of Economic Analysis-Regional Accounts Data	Economic data	http://www.bea.doc.gov/bea/regional/bearfacts
Business Development Bank of Canada (BDC)	Working capital for exporters	http://bdc.ca
Canada Business Service Centres	Located in every province and territory, providing information on programs and regulations	http://www.cbsc.org/english
Canada Customs and Revenue Agency (CCRA)	See "Customs" panel, then look up "Business" section	http://ccra-adrc.gc.ca
Canada Export Awards	Presented annually in October	http://infoexport.gc.ca/awards/menu-e.asp
Canada-U.S. Business Associations	List of Business Associations	http://infoexport.gc.ca/bilateral/tableofContent-e.asp#unitedstates

Description	Type of Information Available	Web Site
CanadExport	Newsletter produced by DFAIT	http://www.dfait-maeci.gc.ca/english/news/newsletr/canex
Canadian Automated Export Declaration (CAED)	Software application to help streamline exports	http://www..statcan.ca/english/exports/overview.htm
Canadian Builders' Online Resource Centre	Trade directory	http://www.canadianbuilders.com
Canadian Building Products Directory	Information on Canadian suppliers of manufactured buildings, doors, windows, cabinets, flooring, siding	http://canadabuild.com
Canadian Commercial Corporation (CCC)	International trade facilitator, US government bid matching service	http://www.ccc.ca
Canadian Company Capability (Strategis – Industry Canada)	Database of Canadian companies and products and services	http://strategis.ic.gc.ca/sc_coinf/ccc/engdoc/homepage.html
Canadian Exporters Catalogue	Provides information to foreign buyers about Canadian companies and their products and services	http://www.worldexport.com
Canadian Exporter's Guide to the Internet	Located in Strategis website	http://strategis.ic.gc.ca/SSG/bi18106e-.html
Canadian Home Builders' Association	Association representing all sectors of Canada's housing industry	http://www.chba.ca
Canadian Housing Export Review Newsletter	Bi-monthly newsletter	http://www.cmhc-schl.gc.ca/chec-cceh/en/library_o.html#news
Canadian International Freight Forwarders Association	Freight forwarding, including directory of members	http://www.ciffa.com
Canadian Manufactured Housing Institute	Represents industry on national and international issues	http://www.cmhi.ca/cmhi.1.html
Canadian Manufacturers and Exporters	Business network, advocacy	http://www.palantir.ca/the-alliance
Canadian Standards Association (CSA)	Assistance with marketing requirements	http://csa-international.org
Canadian Trade Commissioner Service	Market reports, Export promotion and market entry	http://www.infoexport.gc.ca
Canadian Trade Index	Published by Association of Manufacturers and	http://www.ctidirectory.com

Description	Type of Information Available	Web Site
	Exporters Canada	
Census and Data User Services	Census data	http://www.cadus.ilstu.edu/database/county.xls
Chicago Business	Online information including Crain's Guide to Residential Real Estate	http://chicagobusiness.com
CMHC (Canada Mortgage and Housing Corporation)	"How to Export" guides, Market for US, Housing sector information, Export promotion and market entry, Trade mission organizer	http://www.cmhc-schl.gc.ca/chec-cceh/en
CommerceNet	Non-profit organization focused on e-commerce	http://www.commerce.net
Compass World Wide Services Inc.	Exports logistics including checklists of what needs to be included in various forms and contracts	http://www.compasswws.com
Construction Market Data Group	Source of project information and market intelligence for US	http://www.cmdonl.com
Cross Border Tax & Transactions	Information on international tax planning and transactions in the US	http://www.crossborder.com
Department of Foreign Affairs and International Trade (DFAIT)	Administration of Export and Import Permits Act	http://www.dfait-maeci.gc.ca/~eicb/epd_home.htm
Euler ACI	Commercial debt insurance	http://www.eulergroup.com
Exhibition Database	Expobase provides information on 20,000 trade shows around the world	http://www.expobase.com
Expobase	Resource of trade shows and events (subscription required)	http://www.expobase.com
Expoguide	Resource for worldwide trade shows and conferences	http://www.expoguide.com
Export and Import Controls Bureau	DFAIT information on licenses, procedures and regulation	http://www.dfait-maeci.gc.ca/trade/~eicb
Export Development Corporation (EDC)	Selected projects that provide opportunities for Canadian companies, Export trade and project financing, Export insurance	http://www.edc-see.ca
Export Wise Magazine	Online magazine by Export Development Corporation	http://www.edc-see.ca/corpinfo/pubs/index_e/htm
Exporters to the USA (EXTUS)	Assisting successful exporters to expand to other US	http://www.dfait-maeci.gc.ca

Description	Type of Information Available	Web Site
Program	regions	
Exporting Documentation	List of customs forms, certificates and documentation required by Canada Customs Revenue Agency	http://www.ccra-adrc.C98gc.ca/customs/business/exporting/docu-e.html
ExportSource	Single access point to all trade-related Canadian government departments and agencies	http://exportsource.gc.ca/index2_e.html
ExportUSA	Programs to assist Canadian firms looking to export to the US	http://www.dev.dfait-maeci.gc.ca/demo/Canadaustest/canadabeta/ibd/export_info.htm
ExportUSA Calendar of Events	Calendar of events for NEBS and Reverse NEBS	http://dfait-maeci.gc.ca/geo/usa/nebs-00-e.asp
Floor Covering Weekly	Online flooring industry magazine	http://www.floorcoveringweekly.com
Floor Focus Online	Online flooring industry magazine	http://www.floorfocus.com
Forum for International Trade Training (FITT)	Centre for international trade training provides programs	http://www.fitt.ca/frame.htm
Freddie Mac	US corporation chartered by Congress to increase supply of funds available to homebuyers	http://www.freddiemac.com
Freightworld	Online guide to worldwide freight transportation and logistics	http://www.freightworld.com
F.W. Dodge, McGraw-Hill Construction Information Group	Source for design and construction information, including detailed forecasts for products	http://www.fwdodge.com
Harvard University, Joint Center for Housing Studies	Analysis of housing sectors, forecasts for remodelling	http://www.gsd.harvard.edu/jcenter
Home Center News	Online magazine for home centres	http://www.homecenternews.com
I Trade Finance Inc.	International short term export and import trade finance	http://www.itfi.net/index/htm
Illinois Department of Employment Security	Employment data	http://lmi.ides.state.il.us.laus.county90.htm and http://lmi.ides.state.il.us/projections/employproj.htm
Industry Canada	Industry Canada	http://info.ic.gc.ca/cmb/welcomeic.nsf/icPages/Menu-e

Description	Type of Information Available	Web Site
Industry Trade Canada – Strategis	Customized market reports, International Trade Centres, Export marketing,	http://strategis.ic.gc.ca
Industry Trade Canada – Strategis Forest, Metal and Building Products Group	List of major international building products shows	http://strategis.ic.gc.ca/SSG/fb00111e.html
Internal Revenue Service	Online information including tax information, regulations and statistics	http://www.irs.ustreas.gov/index.html
International Business Opportunities Centre (IBOC)	Matching service connecting foreign buyers to Canadian companies	http://www.iboc.gc.ca
International Code Council	Model Code organzation	http://www.codes.org
International Trade Centers	International Trade Centres located in each province, telephone 1-888-811-1119	n/a
International Warehouse Logistics Association	Located in Park Ridge, Illinois	http://www/warehouselogistics.org
Interstate Publishing	Publishes the Interstate Publishing Municipal Code and Administrative Directory which shows the various building codes for over 400 cities, villages and towns in Illinois, Indiana and Wisconsin	http://www.interstatepublishing.com
Kansas University International Business Resource Connection (KU IBRC)	Links addressing international business subjects	http://ibrc.bschool.ukans.edu
Leonard's Guide Online	Information on freight transportation, logistics and warehouse companies in the US	http://www.leonardsguide.com
List of Canadian customs brokers	List of licensed customs brokers prepared by DFAIT	http://www.dfait-maeci.gc.ca/~eicb/general/brokers.htm
Ltd. Consulting and Services	Information on Incoterms	http://www.ltdmgmt.com
LumberWeb Industry Directory	Information by product line including lumber and home centre stores	www.lumberweb.com
Manufacturers Representatives Educational Research Foundation (MRERF)	Education and association for Manufacturers' Representatives	http://www.mreft.org

Description	Type of Information Available	Web Site
Manufacturers' Agents National Association (MANA)	Association for agents and manufacturers, contact information by subcription	http://www.manaonline.org
Marsh Canada Limited	Risk management and insurance brokerage services	http://www.marshweb.com/home
Meyers Group	Housing statistics and market analysis	www.meyersgroup.com
Michigan State University – Center for International Business Education and Research (CIBER)	List of sites dealing with range of international business topics	http://ciber.bus.msu.edu/busres.htm
Midwest Building Materials Newsletter, Engineered Building Products Update	Promoting export of Canadian goods and services to Illinois, Wisconsin, Missouri, Northwest Indiana	http://canadachicago.net/trade-e.html
NAFTA	Various NAFTA topics including rule of origin, certificate of origin	http://www.nafta-customs.org
National Association of Home Builders - Builder Online	Builder news and home design service	http://builderonline.com
National Building Code	see BOCA, standardized building codes	
National Customs Brokers & Freight Forwarders Association	Located in Washington DC	http://www.ncbfaa.org
National Evaluation Service	Building code evaluation	http://www.nateval.org
New Exporters to Border States program (NEBS)	Advice on how to export products to border states	http://www.dfait-maeci.gc.ca
Northeastern Illinois Planning Commission	Housing planning data	http://www.nipc.cog.il.us and http://www.nipc.cog.il.us-chgo.htm
Northern Illinois Business and Planning Center	Economic and business data	http://www.nibidic.com
Northstar Trade Finance	Financing export sales transactions	http://www.northstar.ca/home.html
Office of Liaison with International Financial Institutions	Assistance with contacts and information	http://www.canadianembassy.org
Ontario Exports Inc.	List of commonly used Incoterms and export definitions	http://www.ontario-canada.com/medt/edtlib/nsf
Pro Dealer Online	Pro Dealers, list of dealers that sell building products	http://www.prodealer.com
Professional Builder Magazine	Magazine	http://www.probuilder.com

Description	Type of Information Available	Web Site
Profit Magazine	Xporter magazine covers changes in regulations, advise from exporters	http://www.profitguide.com/enewsletters/E4.asp
Profitguide	Profit Magazine site	http://www.profitguide.com
Program for Export Market Development (PEMD)	Financial assistance for export marketing	http://www.infoexport.gc.ca/pemd
Provincial Programs for Export Financing	Export financing programs	http://exportsource.gc.ca/cgi-bin/expkit/launch.pl?level=5c&lang+E&prefix=et
Quarterly Reviews (Building Products) Industry Canada	Building products reviews	http://strategis.ic.gc.ca/SSG/mm01661e.html and http://strategis.ic.gc.ca/SSG/fb01275e.html
Regional Trade Networks	10 RTN's across Canada that give advice on exporting	call 1-888-811-1119
Remodeling 100	Information on the top 100 US remodelling firms	http://www.remodeling.hw.net/RM100
Remodeling Online	Remodeling magazine	http://www.remodelingmagazine.com
Standard Building Code	Building codes generally used in southern U.S.	http://www.sbcci.org
STAT-USA	(subscription only), market reports	http://www.stat-usa/gov/stat-usa/html
Tariff Wizard 2001	Created to help determine the proper classification of goods	http://207.61.56.166/services/twiz2001/results2001e.cfm
Team Canada and Business Development Missions	Missions that target specific promising markets	http://infoexport.gc.ca/missions/menu-e.asp
Team Canada Inc.	Export readiness assessment tool, Export promotion and market entry, Export leads, Export costing, Export pricing strategies	http://exportsource.gc.ca
Team Canada Inc.	"How to Export" guides	http://www.interactiveplan.com/exporter/Eng/app_templates/home_en.cfm
The Business Link Business Service Centre	Commonly used Incoterms in international trade	http://www.cgsc.org/alberta/incoterm.cfm
Trade Negotiations and Agreements	Information on Canada's trade policy	http://www.dfait-maeci.gc.ca/tna-nac/menu-e.asp
Trade Outreach Program	Canadian embassies reporting to Canadian clients on	http://www.infoexport.gc.ca

Description	Type of Information Available	Web Site
	opportunities	
Trade Show Database	Resource for exhibitors, suppliers, producers and attendees	http://tsnn.com
Tradeshow Week Online	Resource of trade shows and events	http://www.tradeshowweek.com
TSCentral	Resource of trade shows and events	http://www.tscentral.com
U.S. Census Bureau	Census data	http://www.census.gov and http://factfinder.census.gove/servlet.BasicFactsServlet and http://www.census.gov/qfd and http://tier2.census.gov/cgi-win/bldgprmt/prmtplace.exe
U.S. Customs Service	Information on US customs programs and services	http://www.customs/ustreas.gov
U.S. Department of Commerce-International Trade Administration	Website for the International Trade Administration	http://www.ita/doc.gov
U.S. Department of Labor Bureau of Labor Statistics	Employment data	http://stats.bls.gov/ro1econ.htm and http://www.bls.gov/datahome.htm
U.S. Immigration and Naturalization Service	Information on immigration	http://www.ins.usdoi.gov/graphics/index.htm
U.S. Import Administration	List of programs administered by the US Department of Commerce	http://ia.ita.doc.gov
U.S. Trade Show Calendar of Upcoming Trade and Investment Events	Trade and investment event calendar	http://www.dfait-maeci.gc.ca/geo/usa/calendar_non-nebs-e.asp
U.S. Uniform Commercial Code Articles 1-9	Publication by the Legal Information Institute	http://www.law.cornell.edu/ucc/ucc.table/html
Uniform Building Code	International Conference of Building Officials standardized building code	http://www.icbo.org
WIN Exports	Computerized database of Canadian exporters	http://win.infoexport.gc.ca
Yahoo.com	Access to U.S. Yellow pages by City, State or Zip Code	http://yahoo.com

APPENDIX FOUR: CONTACT INFORMATION FOR CITIES, TOWNS AND VILLAGES IN THE CHICAGO MARKET AREA

Name of Community	Population	County	Website	Phone Number	Fax	Address
Addison Village	35,914	DuPage	http://addisonadvantage.org/nav/php	630-543-4100	630-543-5593	Village Hall - One Friendship Plaza, Addison Village, IL 60101-2786
Algonquin (village of)	23,276	McHenry and Kane	www.algonquin.org	847-658-2700	847-658-4564	2200 Harnish Dr. Algonquin, IL 60102
Alsip (village of)	19,725	Cook	www.alsip.il.us	708-385-6902		4500 W. 123rd. Street, IL 60803
Antioch (village of)	8,788	Lake	www.antioch-il.org	847-395-1000	847-395-1920	874 Main St. Antioch IL 60002
Arlington Heights (village of)	76,031	Cook	http://www.vah.com/	847-368-5000		33 S. Arlington Heights Road, IL 60005
Aurora (city of)	142,990	Kane, DuPage, Will and Kendall	www.ci.aurora.il.us	630-892-8811	630-892-0741	44E Downer Place, Aurora IL 60507
Bannockburn (village of)	1,429	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-945-6080	847-945-6538	2275 Telegraph Road, Bannockburn IL 60015
Barrington (village of)	10,168	Cook and Lake	www.ci.barrington.il.us	847-304-3400	847-381-7506	200 S. Hough St., Barrington, IL 60010-4399
Barrington Hills (village of)	3,915	Cook, McHenry, Lake and Kane	http://www.co.lake.il.us/directory/cityoff.htm	847-551-3000	847-551-3050	112 Algonquin Rd. Barrington Hills, IL 60010-5199
Bartlett (village of)	36,704	DuPage and Cook	www.village.bartlett.il.us	630-837-0800	630-837-7168	228 S. Main St., IL 60103
Batavia (city of)	23,866	Kane	http://www.cityofbatavia.net/	630-879-1424		100N Island Ave., Batavia, IL 60510
Beach Park (village of)	10,072	Lake	www.villageofbeachpark.com	847-746-1770	847-746-1797	11270 Wadsworth Road, Beach Park IL 60099
Bedford Park (village of)	574	Cook	http://www.villageofbedfordpark.com/	708-458-2067	708-458-2079	6701 S. Archer Ave. PO Box 128, Bedford Park 60501 0128
Beecher (village of)	2,033	Will	http://www.lincoln.net/beecher/	708-946-2261		724 Penfield Street
Bellwood (village of)	20,535	Cook	http://www.vil.bellwood.il.us/docs/html/vhooo.html	708-547-3500	708-547-1965	3200 Washington Blvd., IL 60104
Bensenville (village of)	20,703	DuPage	www.bensonville.il.us	630-766-8200		700 West Irving Park Road, IL 60106
Berkeley (village of)	5,245	Cook	http://berkeleyil.areaguides.net	708-449-8840		5819 Electric Ave., Berkeley 601163
Berwyn (city of)	54,016	Cook	http://berwynil.areaguides.net	708-795-5049		6420 16th St., Berwyn, IL 604-402
Bloomingdale (village of)	21,675	DuPage	http://www.vil.bloomingdale.il.us/vobframe.htm	630-671-5610		201 S. Bloomingdale Rd. IL 60108
Blue Island (city of)	23,463	Cook	http://blueislandil.areaguides.net	708-385-0264		2353 York St., Blue Island IL 604406
Bolingbrook (village of)	56,321	Will and DuPage	http://www.bolingbrook.com	630-226-8400		375 W. Briacliff Road, Bolingbrook, IL 60440-0951
Boulder Hill CDP	8,169	Kendall	http://www.rootsweb.com/ilkendal/kendall/addresses.htm	630-553-4104		Kendall County Clerk, 110 W. Fox Street, Yorkville, IL 60560-1432
Braceville (village of)	792	Grundy	http://bracevilleil.areaguides.net	815-237-8655		102 N. Mitchell, IL 604407
Braidwood (city of)	5,203	Will	http://braidwoodil.areaguides.net	815-458-2333		141 W. Main Street, Braidwood, IL 60408
Bridgeview (village of)	15,335	Cook	http://bridgeviewil.areaguides.net	708-594-6508		7940 S. Oketo Ave., Bridgeview, IL 604455

Name of Community	Population	County	Website	Phone Number	Fax	Address
Broadview (village of)	8,264	Cook	http://broadviewil.areaguides.net	708-681-3600		2350 S. 25th Ave., IL 60153
Brookfield (village of)	19,085	Cook	http://brookfield-il.org/govern.html	708-485-7344	708-485-9508	8820 Brookfield Ave. IL 60513
Buffalo Grove (village of)	42,909	Lake and Cook	http://www.vbg.org/	847-459-2500	847-459-7906	50 Raupp Blvd. IL 60089
Bull Valley (village of)	726	McHenry				
Burbank (city of)	27,902	Cook	http://burbankil.areaguides.net	708-599-5000	708-599-8088	6530 W. 79th. St. IL 60459
Burlington (village of)	452	Kane	http://burlington.areaguides.net/yellow.html	847-683-2237		IL 601109
Burnham (village of)	4,170	Cook	http://burnhamil.areaguides.net	708-862-9150		14450 Manistee Ave., IL 60633
Burr Ridge (village of)	10,408	DuPage and Cook	http://www.burr-ridge.gov/	630-654-8181	630-654-4542	7660 County Line Rd. IL 60527
Calumet City (city of)	39,071	Cook	http://calumetcityil.areaguides.net	708-891-8105	708-8911-0472	204 Pulaski Road, IL 60409
Calumet Park (village of)	8,516	Cook	http://calumetparkil.areaguides.net	708-389-0850		12409 S. Throop St. IL 60827
Carbon Hill (village of)	39[illegible]	Grundy		815-634-8440		
Carol Stream (village of)	40,438	DuPage	http://www.carolstream.org/	630-665-7050	630-665-1064	500 N. Gary Ave. IL 60188-1899
Carpentersville (village of)	30,586	Kane	http://carpentersvilleil.areaguides.net	847-426-3439		Burlington Village, 1200 Lw Besinger Drive, Carpentersville, IL 601110
Cary (village of)	15,531	McHenry	http://www.caryillinois.com	847-639-0003		655 Village Hall Drive, IL 60013
Channahon (village of)	7,344	Will and Grundy	http://www.willcountycommunitydevelopment.com	815-467-6644	815-467-9774	24441 West Eames Street, IL 60410
Channel Lake CDP	1,785	Lake				
Chicago (city of)	2,896,014	Cook	http://www.ci.chi.il.us/			121 N. La Salle St.
Chicago Heights (city of)	32,776	Cook	http://www.lincolnnet.net/users/lmchghts	708-756-5315		1601 Chicago Road, IL 60411
Chicago Ridge (village of)	14,127	Cook	http://chicagoridgeil.areaguides.net	708-425-7700		10455 S. Ridgeland, IL 60415
Cicero (town of)	85,616	Cook	http://ciceroil.areaguides.net	708-656-3600	708-656-0648	4937 W. 25th. St. IL 60650
Clarendon Hills (village of)	7,610	DuPage	www.clarendon-hills.il.us/voch/index.html	630-323-3500		1 North Prospect Ave. IL 60514
Coal City (village of)	4,797	Grundy	www.coalcity-illinois.com	815-634-8608		515 S. Broadway
Cortland (town of)	2,066	DeKalb	http://cortlandil.areaguides.net	815-756-9041		1909 Somonauk, Cortland, IL 601112
Country Club Hills (city of)	16,169	Cook	http://grandeprairie.org			
Countryside (city of)	5,991	Cook	http://cityofcountryside.com/	708-354-7270		5550 East Ave. IL 60525
Crest Hill (city of)	13,329	Will	http://cresthillil.areaguides.net	815-741-5100		1610 Plainfield Road, Crest Hill, IL 60435
Crestwood (village of)	11,251	Cook	http://crestwoodil.areaguides.net	708-371-4800		13840 S. Cicero Ave. IL 60445
Crete (village of)	7,346	Will	http://creteil.areaguides.net	708-672-5431		PO Box 337, Crete, IL 60417
Crystal Lake (city of)	38,000	McHenry	www.crystallake.org	815-459-2020	815-459-2350	100 W. Municipal Complex, IL 60039-0597
Crystal Lawns CDP	2,933	Will				
Darien (city of)	22,860	DuPage	www.darienil.com	630-852-5000	630-852-4709	1702 Plainfield Rd. IL 60561
Deer Park (village of)	3,093	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-726-1648	847-726-1659	23680 W. Cuba Road, Deer Park IL 60010-2490
Deerfield (village of)	18,420	Lake and Cook	www.deerfield-il.org	847-945-5000	847-945-0214	850 Waukegan Rd. IL 60015

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DeKalb (city of)	39,018	DeKalb	http://dekalbil.areaguides.net	815-748-2391	815-748-2056	200 S. 4th St., DeKalb, IL 60115
Des Plaines (city of)	58,720	Cook	www.desplaines.org/	847-391-5300		1420 Miner St. IL 60016
Diamond (village of)	1,383	Grundy	http://www.grundyco.com/communities.htm#Diamond	815-634-8149		
Dixmoor (village of)	3,934	Cook				
Dolton (village of)	25,614	Cook	http://doltonil.areaguides.net	708-201-3270	708-201-3235	14014 Park Ave. IL 60419-1098
Downers Grove (village of)	48,724	DuPage	www.vil.downers-grove.il.us	630-434-5500		801 Burlington, IL 60515
East Brooklyn (village of)	123	Grundy	http://southwilmingtonil.areaguides.net	815-237-8360		East Brooklyn Office, Monroe, East Brooklyn IL 604474
East Dundee (village of)	2,948	Kane	www.east-dundee.il.us	847-426-2822		120 Barrington Ave., East Dundee, IL 60118
East Hazel Crest (village of)	1,607	Cook	http://EastHazelCrest.com/index.html	708-798-0213		
Elburn (village of)	2,756	Kane	http://elburnil.areaguides.net	630-365-5060	630-365-5063	301 East North St., Elburn, IL 60119
Elgin (city of)	94,487	Kane and Cook	www.cityofelgin.org	847-931-5615		City Hall, 150 Dexter Court, Elgin, IL 60120
Elk Grove Village (village of)	34,727	Cook	www.elkgrove.com	847-439-3900		901 Wellington Ave., IL 60007
Elmhurst (city of)	42,762	DuPage	www.elmhurst.org/elmhurst/	630-530-3000		209-North York St. IL 60126
Elmwood Park (village of)	25,405	Cook	http://www.elmwoodpark.org	708-452-7300		11 Conti Parkway, IL 60707
Elwood (village of)	1,620	Will	http://elwoodil.areaguides.net	815-423-5011		W. Mississippi Ave., Elwood IL 604421
Evanston (city of)	74,239	Cook	www.cityofevanston.org/	847-328-2100		2100 Ridge Ave. Evanston, IL 60201
Evergreen Park (village of)	20,821	Cook	http://www.everythingep.com/home.htm	708-422-1551	708-422-7818	9418 S. Kedzie Ave.
Fairmont CDP	2,563	Will		618-274-4504		Mayor - 2601 N. 41st. St. Fairmont IL 62201
Flossmoor (village of)	9,301	Cook	http://flossmooril.areaguides.net	708-798-2300		2800 Flossmoor Road, IL 60422
Ford Heights (village of)	3,456	Cook	http://fordheightsil.areaguides.net	708-758-3131		1343 Ellis Ave. IL 60411
Forest Lake CDP	1,530	Lake				
Forest Park (village of)	15,688	Cook	http://forestparkil.areaguides.net	708-366-2323	708-771-0177	517 Des Plaines Ave. IL 60130
Forest View (village of)	778	Cook				
Fox Lake (village of)	9,178	Lake and McHenry	http://www.co.lake.il.us/directory/cityoff.htm	847-587-2151	847-587-2237	301 S. Highway 59, Fox Lake IL 60020
Fox Lake Hills CDP	2,561	Lake				
Fox River Grove (village of)	4,862	McHenry and Lake	www.foxrivergrove.org/	847-639-3170	847-639-9876	305 Illinois St., IL 60021
Fox River Valley Gardens (village of)	788	McHenry and Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-639-7595	847-639-8694	69 S. Circle Drive, Barrington, IL 60010
Frankfort (village of)	10,391	Will	http://www.willcountycommunitydevelopment.com	815-469-2177	815-469-7999	432 W. Nebraska St. IL 60423
Frankfort Square CDP	7,766	Will				
Franklin Park (village of)	19,434	Cook	http://franklinparkil.areaguides.net	847-671-8223	847-671-0221	9500 W. Belmont Ave., IL 60131
Gages Lake CDP	10,415	Lake				
Gardner (village of)	1,406	Grundy	http://gardneril.areaguides.net	815-237-2592		302 S. Center St., Gardner, IL 604424

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Geneva (city of)	19,515	Kane	http://www.geneva.il.us	630-232-7494		22 South First St., Geneva, IL 60134
Genoa (city of)	4,169	DeKalb	http://genoail.areaguides.net	815-784-2327		113 N. Genoa St., Genoa, IL 60135
Gilberts (village of)	1,279	Kane	www.vogilberts.com	8474-428-2861	847-428-2955	86 Rail Road St., Gilberts, IL 60136
Glen Ellyn (village of)	26,999	DuPage	http://www.glen-ellyn.com/gov/index.html	630-469-5000		535 Duane St., IL 60137
Glencoe (village of)	8,762	Cook	www.goglencoe.com/village/	847-835-4114		
Glendale Heights (village of)	31,765	DuPage	http://www.glendaleheights.org	630-260-6000		300 Civic Center Plaza, IL 60139
Glenview (village of)	41,847	Cook	http://www.glenview.il.us/	708-724-1700	708-724-0916	1225 Waukegan Rd., Glenview, IL 60025
Glenwood (village of)	9,000	Cook	http://glenwoodil.areaguides.net	708-758-5155		13 S. Rebecca St. IL 60425
Godley (village of)	594	Will and Grundy				
Golf (village of)	451	Cook	http://golfil.areaguides.net	847-998-8852		1 Briar Road, Golf, IL 600029
Goodings Grove CDP	17,084	Will				
Grandwood Park CDP	4,521	Lake				
Grayslake (village of)	18,506	Lake	www.ci.grayslake.il.us	847-223-8515	847-223-4821	10 S. Seymour, Grayslake IL 60030
Green Oaks (village of)	3,572	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-362-5363	847-362-5375	14052 W. Petronell Drive, Suite 102B, Green Oaks, IL 60048
Greenwood (village of)	244	McHenry	http://ringwoodil.areaguides.net	815-648-4536		5211 Miller Road, Ringwood, IL 600072
Gurnee (village of)	28,834	Lake	www.gurnee.il.us	847-623-7650	847-623-9475	325 N. O'Plaine Road, Gurnee IL 60031
Hainesville (village of)	2,129	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-223-2032	847-223-2274	83-1 W. Belvidere Road, Hainesville IL 60030
Hampshire (village of)	2,900	Kane	http://hampshireil.areaguides.net	847-683-2181		234 S. State St., Hampshire IL 601140
Hanover Park (village of)	38,278	Cook and DuPage	www.hanoverparkillinois.org/	630-372-4200		2121 West Lake St., IL 60133
Harvard (city of)	7,996	McHenry	www.cityofharvard.org/	815-943-6468		201 W. Front Street, IL
Harvey (city of)	30,000	Cook	http://harveyil.areaguides.net	708-210-5300	708-210-5366	15320 Broadway, IL 60426
Harwood Heights (village of)	8,297	Cook	http://www.harwoodheights.org	708-867-7200	708-867-3038	7343 W. Lawrence Ave., IL 60706
Hawthorn Woods (village of)	6,002	Lake	www.vhw.org	847-438-5500	847-438-1459	2 Lagoon Drive, Hawthorn Woods, IL 60047
Hazel Crest (village of)	14,816	Cook	http://hazelcrestil.areaguides.net	708-335-9600		3000 W. 170th. Pl. IL 60429
Hebron (village of)	1,038	McHenry	http://hebronil.areaguides.net	815-648-2353		10317 Freeman Road, Hebron, IL 600034
Hickory Hills (city of)	13,926	Cook	http://hickoryhillsil.areaguides.net	708-598-4800		8652 W 95th. St., IL 60457
Highland Park (city of)	31,365	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-432-0880	847-432-7625	1707 St. Johns Ave., Highland Park, IL 60035
Highwood (city of)	4,143	Lake	http://highwood.il.us	847-432-1924	847-432-0735	17 Highwood Ave., Highwood IL 60040
Hillside (village of)	8,155	Cook	http://hillside-il.org	708-449-6450		30 N. Wolf Road, Hillside, IL 60162
Hinckley (village of)	1,994	DeKalb	http://hinckleyil.areaguides.net	815-286-8029		Squaw Grove Township Office, 120 Maple St., Hinckley, IL 605520
Hinsdale (village of)	17,349	DuPage and Cook	http://www.vil.hinsdale.il.us/community.htm	630-789-7000		19 E. Chicago Ave., IL 60521
Hodgkins (village of)	2,134	Cook	http://www.nsn.org/hkshome	708-579-6700	708-579-6707	8990 Lyons Street, Hodgkins, IL 60525
Hoffman Estates (village of)	49,495	Cook	www.hoffmanestates.com	847-882-9100	847-882-2621	1900 Hassell Road, Hoffman Estates, IL

Name of Community	Population	County	Website	Phone Number	Fax	Address
						60195
Holiday hills (village of)	831	McHenry	http://mchenryil.areaguides.net	815-344-4720		Holiday Hills, 1304 Sunset Drive, McHenry, IL 600050
Hometown (city of)	4,467	Cook	http://hometownil.areaguides.net	708-424-7500		4331 SW Hwy IL 60456
Homewood (village of)	19,543	Cook	http://www.village.homewood.il.us/	( ) 206-3376		2020 Chestnut Road, Homewood, IL 60430-1776
Huntley (village of)	5,730	McHenry and Kane	www.huntley.il.us/	847-669-9600	847-669-3002	Village Hall, 11704 Coral St. PO Box 1018, Huntley, IL 60142
Indian Creek (village of)	194	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-816-4649	call for fax	224 Hwy 45, Indian Creek IL 60061
Indian Head Park (village of)	3,685	Cook		708-246-3080		201 Acacia Drive, Indian Head Park, IL 60525
Ingalls Park CDP	3,082	Will				
Inverness (village of)	6,749	Cook		847-358-7740		1400 Baldwin Road, Inverness, IL 60067
Island Lake (village of)	8,153	McHenry and Lake	www.villageofislandlake.com	847-526-8764	847-526-1534	PO Box 450, Island Lake IL 60042
Itasca (village of)	8,302	DuPage	http://www.itasca.com/index1.htm	630-773-0835	630-773-2505	100 N. Walnut St., IL 60147-1795
Johnsburg (village of)	5,391	McHenry	http://user.mc.net/jhnsburg/	815-385-6023	815-385-6054	1515 Channel Beach, IL 60050
Joliet (city of)	106,221	Will and Kendall	http://jolietil.areaguides.net	815-724-3720	815-724-3715	150 W. Jefferson St., Joliet, IL 60432
Justice (village of)	12,193	Cook	http://www.villageofjustice.com	708-458-2520	708-458-4582	7800 Archer Road, Justice, IL 60458
Kenilworth (village of)	2,494	Cook	http://kenilworthil.areaguides.net	847-251-1666		419 Richmond Road, IL 60043
Kildeer (village of)	3,460	Lake	www.kildeervillage.com	847-438-6000	847-438-1531	22049 Chestnut Ridge, Kildeer IL 60047
Kingston (village of)	980	DeKalb	http://kingstonil.areaguides.net	815-784-6000		Hwy 72, Kingston, IL 601145
Kinsman (village of)	109	Grundy	http://www.grundyco.com/communities.htm#Kinsman	815-392-4241		
Kirkland (village of)	1,166	DeKalb				
La Grange (village of)	15,608	Cook	http://lagrangeil.areaguides.net	708-579-2318	708-579-0980	53 South La Grange Road, IL 60525
La Grange Park (village of)	13,295	Cook	http://lagrangeparkil.areaguides.net	708-354-0225		447 N. Catherine Ave., IL 60526
Lake Barrington (village of)	4,757	Lake	www.nsn.nslsilus.org/bakhome/LAKEBARR	847-381-6010	847-381-8557	23860 N. Old Barrington Road, Barrington IL 60010
Lake Bluff (village of)	6,056	Lake	www.lakebluff.org	847-234-0774	847-234-7254	40 E. Center Ave., Lake Bluff IL 60044
Lake Catherine CDP	1,490	Lake				
Lake Forest (city of)	20,059	Lake	www.cityoflakeforest.com	847-234-2600	847-615-4289	220 E. Deerpath, Lake Forest IL 60045
Lake in the Hills (village of)	23,152	McHenry	www.lith.org	847-658-4213		
Lake Villa (village of)	5,864	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-356-6100	847-356-6217	PO Box 519, 65 Cedar Ave., Lake Villa IL 60046
Lake Zurich (village of)	18,104	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-438-5141	847-540-1768	70 E. Main St., Lake Zurich, IL 60047
Lakemoor (village of)	2,788	McHenry and Lake	www.lakemoor.org	815-385-1117	815-385-8206	234 W. Rand Road, Lakemoor IL 60050
Lakewood (village of)	2,337	McHenry	http://lakewoodil.areaguides.net	815-459-3025		2500 Lake Ave., Lakewood, IL 600014
Lakewood Shores CDP	1,487	Will				
Lansing (village of)	28,332	Cook	http://lansingil.areaguides.net	708-895-7200	708-895-6878	18200 Chicago Ave., IL 60438

Name of Community	Population	County	Website	Phone Number	Fax	Address
Lee (village of)	105	DeKalb				
Lemont (village of)	13,092	Cook	http://www.lemont.il.us/departments.htm	630-257-1550	630-257-1598	418 Main St. IL 60439
Libertyville (village of)	20,742	Lake	www.libertyville.com	847-362-2340	847-362-9453	118 W. Cook Ave., Libertyville IL 60048
Lily Lake (village of)	825	Kane	http://elburnil.areaguides.net	630-365-9677		Lilylake, Elburn, IL 601119
Lincolnshire (village of)	6,108	Lake	www.village.lincolnshire.il.us	847-883-8600	847-883-8608	One Olde Half Day Road, Lincolnshire IL 60069
Lincolnwood (village of)	12,359	Cook	http://lincolnwoodil.areaguides.net	847-673-1540		6900 N. Lincoln Ave. IL 60712
Lindenhurst (village of)	12,539	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-356-8252	847-356-8270	2301 E. Sand Lake Road, Lindenhurst 60046
Lisbon (village of)	248	Kendall	http://newarkil.areaguides.net	815-736-6291		Village Hall, Main, Lisbon, IL 605541
Lisle (village of)	21,182	DuPage	http://www.vil.lisle.il.us/	630-271-4100		1040 Burlington Ave. IL 60532-1898
Lockport (city of)	15,191	Will	http://www.willcountycommunitydevelopment.com	815-838-0549	815-838-9498	222 East Ninth Street, IL 60441
Lombard (village of)	42,322	DuPage	http://www.villageoflombard.org/	630-620-5700	630-620-8222	255 E. Wilson Ave., IL 60148-3969
Long Grove (village of)	6,735	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-634-9440	847-634-9408	3110 RFD, Long Grove, IL 60047
Long Lake CDP	3,356	Lake				
Lynwood (village of)	7,377	Cook	http://lynwoodil.areaguides.net	708-758-6101		21460 Lincoln Hwy IL 60411
Lyons (village of)	10,255	Cook	http://lyonsil.areaguides.net	708-447-8886		7801 Ogden Ave., IL 60534
Malta (village of)	969	DeKalb	http://maltail.areaguides.net	815-825-2330		118 S. 3rd. Road, Malta, IL 601150
Manhattan (village of)	3,330	Will	www.willcountycommunitydevelopment.com	815-478-3483	815-478-5948	245 S. State Street, IL 60442-0031
Maple Park (village of)	765	Kane and DeKalb	http://mapleparkil.areaguides.net	815-827-3383		Virgil Township Office, 302 Willow, Maple Park, IL 601151
Marengo (city of)	6,355	McHenry	www.marengo-union.com	815-568-7112		132 East Prairie St.
Markham (city of)	12,620	Cook	http://markhamil.areaguides.net	708-331-4905	708-331-8667	16313 Kedzie Parkway, IL 60426
Matteson (village of)	12,928	Cook	http://mattesonil.areaguides.net	708-283-4900		4900 Village Commons, IL 60443
Maywood (village of)	26,987	Cook	http://maywoodil.areaguides.net	708-344-1200	708-450-0657	40 West Madison, IL 60153
Mazon (village of)	904	Grundy	http://www.grundyco.com/communities.htm#Mazon	815-448-2206		
McCook (village of)	254	Cook	http://riversideil.areaguides.net	708-447-9030		50th & Glencoe Ave., IL 605546
McCullom Lake (village of)	1,038	McHenry				
McHenry (city of)	21,501	McHenry	http://mchenryil.areaguides.net	815-363-2100		333 S. Green St., McHenry, IL 600050
Melrose Park (village of)	23,171	Cook	http://melroseparkil.areaguides.net	708-343-4000	708-531-5317	1000 N. 25th. Ave., IL 60160
Merrionette Park (village of)	1,999	Cook	http://merrionetteparkil.areaguides.net	708-396-3181		11720 S. Kedzie St. IL 60803
Mettawa (village of)	367	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-949-4015	847-566-0026	1000 Allanson Road, Mundelein Il 60060
Midlothian (village of)	14,315	Cook	http://midlothianil.areaguides.net	708-389-0200		14801 S. Pulaski Road, IL 60445
Millington (village of)	286	Kendall	http://millingtonil.areaguides.net	815-695-9530		Walnut, Millinton, IL 605537
Minooka (village of)	3,971	Grundy and Will	www.willcountycommunitydevelopment.com	815-467-2151		121 E. McEvilly Rd. IL 60447
Mokena (village of)	14,583	Will	www.willcountycommunitydevelopment.com	708-479-3930		11004 Carpenter St., Mokena, IL 60448

Name of Community	Population	County	Website	Phone Number	Fax	Address
Monee (village of)	2,924	Will	http://moneeil.areaguides.net	815-469-9900		Green Garden Town Hall Monee, 9609 W. Monee Manhattan Rd., Monee, IL 604449
Montgomery (village of)	5,471	Kane and Kendall	http://villageofmontgomery-il.org/	630-896-8080		
Morris (city of)	11,928	Grundy	www.grundy.co.com	815-941-3400		1320 Union St. IL 60450
Morton Grove (village of)	22,451	Cook	www.mortongroveil.org	847-965-4100		6101 Capulina Ave. IL 60053
Mount Prospect (village of)	56,265	Cook	http://www.mountprospect.org/	847-392-6000		100 S. Emerson St., IL 60056
Mundelein (village of)	30,935	Lake	www.mundelein.org	847-949-3200	847-949-0143	440 E. Hawley, Mundelein IL 60060
Naperville (city of)	128,358	DuPage and Will	http://www.naperville.il.us/govern.htm	630-420-6111		400 S. Eagle Street, IL 60566-7020
New Lenox (village of)	17,771	Will	www.willcountycommunitydevelopment.com	815-485-6452		701 West Haven Avenue, IL 60451
Newark (village of)	887	Kendall	http://newarkil.areaguides.net	815-695-5356		Johnsn, Newark, IL 605541
Niles (village of)	30,068	Cook	www.vniles.com/	847-588-8000	847-588-8051	1000 Civic Dr. IL 60714
Norridge (village of)	14,582	Cook	http://www.norridge.org	708-453-0800		4000 N. Olcott, Norridge
North Aurora (village of)	10,585	Kane	http://www.villageofnorthaurora.org/	630-897-8228	630-897-8258	230 East State St. North Aurora, IL 60542
North Barrington (village of)	2,918	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-381-3393	847-381-3303	111 Old Barrington Road, North Barrington IL 60010
North Chicago (city of)	35,918	Lake	www.northchicago.org	847-596-8689	847-596-8619	1850 S. Lewis Ave., North Chicago IL 60064
North Riverside (village of)	6,688	Cook	http://riversideil.areaguides.net	708-447-4211		2401 Des Plaines Ave. IL 605546
Northbrook (village of)	33,435	Cook	www.northbrook.il.us/dir.htm	847-272-5050		1225 Cedar Lane, Northbrook, IL 60062
Northfield (village of)	5,389	Cook	http://northfieldil.areaguides.net	847-446-9200		361 Happ Road, IL 60093
Northlake (city of)	11,878	Cook	http://www.northlake.city.com/	708-343-8700	708-343-8708	55 E. North Ave., Northlake, IL 60164
Oak Brook (village of)	8,702	DuPage	http://www.oak-brook.org	630-990-5758		1200 Oak Brook Road, IL 60523
Oak Forest (city of)	28,051	Cook	http://oakforestil.areaguides.net	708-687-4050	708-687-8817	15440 S. Central Ave., IL 60452
Oak Lawn (village of)	55,245	Cook	http://oaklawnil.areaguides.net	708-636-4400	708-636-8606	9446 S. Raymond Ave., IL 60453
Oak Park (village of)	52,524	Cook	http://vil.oak-park.il.us	708-383-6400	708-383-0048	123 Madison Street, Oak Park, IL 60302
Oakbrook Terrace (city of)	2,300	DuPage	http://oakbrookterraceil.areaguides.net	630-941-8300		17W 275 Butterfield Road, Oakbrook Terrace, IL 601181
Oakwood Hills (village of)	2,194	McHenry	http://oakwoodhillsil.areaguides.net	847-639-2372		3020 N. Park Drive, Oakwood Hills, IL 600013
Old Mill Creek (village of)	251	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-838-0275	call for fax	40870 Hunt Club Road, Old Mill Creek IL 60083
Olympia Fields (village of)	4,732	Cook	http://olympiafields.areaguides.net	708-503-8000		20701 Governor's Hwy. IL 60461
Orland Hills (village of)	6,779	Cook	http://orlandhillsil.areaguides.net	708-349-6666		16033 S. 94th. Ave., IL 60477
Orland Park (village of)	51,071	Cook	www.orland-park.il.us/village/html/village_set.html	703-403-6100		14700 South Ravinia Avenue, IL 60462
Oswego (village of)	13,326	Kendall	http://oswegoil.areaguides.net	630-554-3618		113 S. Main Street, Oswego, IL 605543
Palatine (village of)	65,479	Cook	http://nsn.nslsilus.org/pakhome/	847-359-9050	847-359-9094	200 East Wood Street, Palatine, IL 60067
Palos Heights (city of)	11,260	Cook	http://www.palosheights.com	708-361-1800	708-361-9711	7607 West College Drive, Palos Heights,

Name of Community	Population	County	Website	Phone Number	Fax	Address
						IL 60463
Palos Hills (city of)	17,665	Cook	http://paloshillsil.areaguides.net	708-598-3400	708-598-2475	10335 S. Roberts Rd., Palos Hills, Il 60465
Palos Park (village of)	4,689	Cook	http://www.palospark.org	708-448-2700		8999 W. 123rd. Street, Palos Park, Il 60464
Park City (city of)	6,637	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-623-5030	847-662-0119	3420 Kehm Boulevard, Park City Il 60085
Park Forest (village of)	23,462	Cook and Will	http://villageofparkforest.com/	708-748-1112	708-503-8560	350 Victory Drive, Park Forest, IL 60466
Park Ridge (city of)	37,775	Cook	www.park-ridge.il.us/prcity	847-318-5200		505 Butler Place
Peotone (village of)	3,385	Will	http://peotoneil.areaguides.net	708-258-3279		208 E. Main Street, Peotone, IL 60468
Phoenix (village of)	2,157	Cook	http://www.lincolnnet.net/Phhearya.htm	708-331-2636	708-331-2642	15240 South Vincennes Road, Phoenix, IL 60426
Pingree Grove (village of)	124	Kane	http://hampshireil.areaguides.net	847-464-5533		14n 048 Reinking Road, Pingree Grove, IL 601140
Pistakee Highlands CDP	3,812	McHenry				
Plainfield (village of)	13,038	Will	www.willcountycommunitydevelopment.com	815-436-7093	815-436-1950	530 West Lockport Street, Suite 206, Il 60544
Plano (city of)	5,633	Kendall	http://planoil.areaguides.net	630-552-8275		7 N. James Street, Plano Il 605545
Posen (village of)	4,730	Cook	http://posenil.areaguides.net	708-385-0139		2440 W. Walter Zimney Dr., Posen, Il 60469
Prairie Grove (village of)	960	McHenry	http://prairiegroveil.areaguides.net	815-455-1411		3619 Ames Road, Prairie Grove, IL 600012
Preston Heights CDP	2,527	Will				
Prospect Heights (city of)	17,081	Cook	http://www.nsn.org/phkhome/Pheights/city_gov.html	847-398-6070		14 E. Camp McDonald Road, Prospect Heights, IL 60070
Richmond (village of)	1,091	McHenry	http://www.richmond-il.com/government.htm	815-678-4040	815-678-2403	5600 Hunter Dr. IL 60071
Richton Park (village of)	12,533	Cook	http://www.richtonpark.org/	708-481-8950		4455 Sauk Trail IL 60471
Ringwood (village of)	471	McHenry	http://ringwoodil.areaguides.net	815-653-5511		5120 N. Ridgeway Road, Ringwood, IL 600072
River Forest (village of)	11,635	Cook	http://ci.river-forest.il.us/contact.htm	708-366-8500	708-366-3702	400 Park Ave. River Forest, IL 60305
River Grove (village of)	10,668	Cook	http://www.rhodes.K12.il.us/village/	708-453-8000		2601 Thatcher Road, River Grove, Il 60171
Riverdale (village of)	15,055	Cook	http://riverdaleil.areaguides.net	708-841-2200		157 W. 114th. St., Riverdale, IL 60827
Riverside (village of)	8,895	Cook	http://riversideil.areaguides.net	708-447-2700		27 Riverside Rd., IL 605546
Riverwoods (village of)	3,843	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-945-3990	847-945-4059	300 Portwine Road, Riverwoods Il 60015
Robbins (village of)	6,635	Cook	http://robbinsil.areaguide.net	708-385-8940		3327 W. 137th. St. Robbins, IL 60472
Rockdale (village of)	1,888	Will	http://www.usacitiesonline.com/ilcountyrockdale.htm			603 Otis Ave., IL 60436
Rolling Meadows (city of)	24,604	Cook	http://nsn.nslsilus.org/rmkhome/	847-259-6050		Library - 3110 Martin Lane, Rolling Meadows IL 60008
Romeoville (village of)	21,153	Will	www.willcountycommunitydevelopment.com	815-886-7200	815-886-2762	13 Montrose Drive IL 60446
Roselle (village of)	23,115	DuPage and Cook	http://www.roselle.il.us/	630-980-2000	630-980-8558	31 S. Prospect St., IL 60172

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Rosemont (village of)	4,224	Cook	http://www.rosemont.com	847-825-4404		9501 W. Devon Ave., IL 60018
Round Lake (village of)	5,842	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-546-5400	847-546-5405	442 N. Cedar Lake Road, Round Lake, IL 60073
Round Lake Beach (village of)	25,859	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-546-2351	847-740-2852	224 W. Clarendon Drive, Round Lake Beach IL 60073
Round Lake Heights (village of)	1,347	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-546-1206	847-546-6046	629 Pontiac Court, Round Lake Heights IL 60073
Round Lake Park (village of)	6,038	Lake	www.rlpark.us-netdirect.com	847-546-2790	847-546-6847	203 E. Lake Shore Drive, Round Lake Park IL 60073
Sandwich (city of)	6,505	DeKalb	www.sandwich.il.us	815-786-2555		140 E. Railroad St., Sandwich, IL 60548
Sauk Village (village of)	10,411	Cook		708-758-3330		21701 Torrence Ave., Sauk, IL 60411
Schaumburg (village of)	75,386	Cook	http://schaumburgil.agd.myareaguide.com	847-895-4500		101 Schaumburg Court, IL 60193-1899
Schiller Park (village of)	11,850	Cook	http://www.villageofschillerpark.com	847-678-2550	847-671-3564	9526 Irving Park Rd., Schiller Park, IL 60176
Shabbona (village of)	929	DeKalb	http://shabbonail.areaguides.net	815-824-2129		206 N. Blackhawk, Shabbona, IL 605550
Shorewood (village of)	7,686	Will	http://shorewoodil.areaguides.net	815-725-2150		903 W. Jefferson, Shorewood, IL 60431
Skokie (village of)	63,348	Cook	www.skokie.com	847-673-0500	847-673-0525	5127 Oakton St. PO Box 309, IL 60077
Sleepy Hollow (village of)	3,553	Kane	www.sleepy-hollow.il.us/index.html	no more info		
Somonauk (village of)	1,190	DeKalb	http://somonaukil.areaguides.net	815-498-3500		131 S. Depot St., Somonauk, IL 605552
South Barrington (village of)	3,760	Cook		847-381-7510		30 S. Barrington Road, IL 60010
South Chicago Heights (village of)	3,970	Cook	http://thorntonil.areaguides.net/	708-755-1880		3317 Chicago Rd., PO Box 770, S Chicago Heights, IL 60412
South Elgin (village of)	16,100	Kane	http://www.southelgin.com	847-742-5780	847-742-3253	
South Holland (village of)	22,147	Cook	http://www.Southholland.org	708-210-2900	708-210-1019	16226 Wausau Ave., South Holland, IL 60473
South Wilmington (village of)	621	Grundy	http://southwilmingtonil.areaguides.net	815-237-2098		Greenfield Ttownship Office, Oak, South Wilmington, IL 604474
Spring Grove (village of)	3,880	McHenry	http://springgrove.il.areaguides.net	815-675-2596		7401 Meyer Rd. Spring Grove, IL 600081
St. Charles (city of)	27,896	Kane and DuPage	http://www.ci.st-charles.il.us/	630-377-4400		City of St. Charles, 2 East Main St. St. Charles, IL 60174
Steger (village of)	9,682	Will and Cook	http://thorntonil.areaguides.net/	708-754-3395		35 W 34th. St., Steger, IL 60475
Stickney (village of)	6,148	Cook	http://thorntonil.areaguides.net/	708-749-4400		6533 W. Pershing Rd., Stickney, IL 60402
Stone Park (village of)	5,127	Cook	http://thorntonil.areaguides.net/	708-345-5550		1629 N Mannheim Rd., Stone Park, IL 60165
Streamwood (village of)	36,407	Cook	www.streamwood.org/government/GovernmentOverview.htm	630-837-0200		301 E. Irving Park Road IL 60107-3096
Sugar Grove (village of)	3,909	Kane	http://www.sugar-grove.il.us/	630-466-4507	630-466-4521	10 Municipal Dr. PO Box 49, Sugar Grove, IL 6055
Summit (village of)	10,637	Cook	http://thorntonil.areaguides.net/	708-563-4800		Mayor Joseph Strzelczyk, 7321 W. 59th St. IL 60501
Sycamore (city of)	12,020	DeKalb	http://sycamoreil.areaguides.net	815-895-4515		535 Dekalb Ave. Sycamore, IL 60178
Symerton (village of)	106	Will				

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Third Lake (village of)	1,355	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-223-8422	847-223-9356	87 N. Lake Ave., Lake Villa IL 60046
Thornton (village of)	2,582	Cook	http://thorntonil.areaguides.net/	708-877-4456		Mayor Jack Swan, 115E Margaret IL 60476
Tinley Park (village of)	48,401	Cook and Will	http://tinleypark.org	708-444-5000	708-444-5099	16250 S. Oak Park Ave. IL 60477
Tower Lakes (village of)	1,310	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-526-0488	847-526-0489	400 N. Route 59, Tower Lakes, IL 60010
Trout Valley (village of)	599	McHenry				
Union (village of)	576	McHenry	www.marengo-union.com	815-923-4153	815-923-4710	17703 O'Cock Road, IL 60180
University Park (village of)	6,660	Will	http://www.lincolnnet.net/University Park/	708-534-6451	708-534-3430	698 Burnham Drive, University Park, IL 60466-270
Venetian Village CDP	3,082	Lake				
Vernon Hills (village of)	20,120	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-367-3700	847-367-0880	290 Evergreen Drive, Vernon Hills IL 60061
Verona (village of)	257	Grundy	http://veronail.areaguides.net	815-287-2320		429 Division IL 604479
Villa Park (village of)	22,075	DuPage	http://www.invillapark.com	630-834-8500		20 S. Ardmore Ave., IL 60181
Virgil (village of)	266	Kane	http://virgilil.areaguides.net/yellowpages	630-365-6677		IL 601182
Volo (village of)	180	Lake	http://www.co.lake.il.us/directory/cityoff.htm	815-344-4771	815-344-9602	27273 W. Volo Village Road IL 60073
Wadsworth (village of)	3,083	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-336-7771	847-336-7786	14155 W. Wadsworth Road, Wadsworth IL 60083
Warrenville (city of)	13,363	DuPage	http://www.warrenville.il.us/	630-393-9427	630-393-6948	38 258 Manning Ave. IL 60555
Waterman (village of)	1,224	DeKalb	http://watermanil.areaguides.net	815-264-3652		215 W. Adams, IL 605-556
Wauconda (village of)	9,448	Lake	www.villageofwauconda.com	847-526-9600	847-526-8809	101 N. Main St., Wauconda IL 60084
Waukegan (city of)	87,901	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-599-2500	847-360-9299	410 Robert V. Sabonjian Place, Waukegan, IL 60085
Wayne (village of)	2,137	DuPage and Kane				
West Chicago (city of)	23,469	DuPage	http://www.westchicago.org/	630-293-2200		475 Main St. IL 60185
West Dundee (village of)	5,428	Kane	http://www.west-dundee.il.us/	847-551-3800		102 S Second St.
Westchester (village of)	16,824	Cook	http://westchesteril.areaguides.net	708-345-0020		10240 W. Roosevelt Rd. Westchester IL 601154
Western Springs (village of)	12,493	Cook	http://www.wsprings.com/	708-246-1800		740 Hillgrove Ave., Western Springs, IL
Westmont (village of)	24,554	DuPage	http://www.westmont-il.us	630-829-4400		31 W. Quincy St. IL 60559
Wheaton (city of)	55,416	DuPage	http://www.wheaton.lib.il.us	630-260-2000		303 W. Wesley St., IL 60189
Wheeling (village of)	34,496	Cook	www.wheelingil.org	847-459-2600	847-459-9692	255 W. Dundee, Wheeling IL 60090
Willow Springs (village of)	5,027	Cook	http://willowsprings.ws/	708-839-2701	708-839-3021	8156 Archer Ave., Willow Springs, IL
Willowbrook (village of)	8,967	DuPage	http://www.willowbrookil.org	630-323-8215		7760 Quincy St., IL 60527
Willowbrook CDP	2,130	Will				
Wilmette (village of)	27,651	Cook	www.wilmette.com/index.html	847-251-2700		1200 Wilmette Ave. IL 60091
Wilmington (city of)	5,134	Will	http://wilmingtonil.areaguides.net/	815-476-2176		1165 S. Water Street, IL 604481
Winfield (village of)	8,718	DuPage	http://www.villageofwinfield.com/	630-933-7100	630-665-1767	27 W 465 Jewell Road, IL 60190
Winnetka (village of)	12,419	Cook	www.villageofwinnetka.org	847-501-6051		510 Green Bay Road

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Winthrop Harbor (village of)	6,670	Lake	http://www.co.lake.il.us/directory/cityoff.htm	847-872-3846	847-872-0639	830 Sheridan Road, Winthrop Harbor IL 60096
Wonder Lake (village of)	1,345	McHenry	http://wonderlakeil.areaguides.net/	815-728-0839		4200 Thompson Road IL 600-097
Wonder Lake CDP	7,463	McHenry				
Wood Dale (city of)	13,535	DuPage	http://www.villageprofile.com/illinois/wooddale/index.html	630-766-4900		
Woodridge (village of)	30,934	DuPage	http://www.vil.woodridge.il.us/	630-719-4706		Five Plaza Drive
Woodstock (city of)	20,151	McHenry	www.woodstock-il.com	815-338-4300		121 West Calhoun St., IL 60098
Worth (village of)	11,047	Cook	http://www.lincolnnet.net/users/lmworth/	708-448-1181	708-448-1193	7112 W. 111th Street, IL 60482
Yorkville (city of)	6,189	Kendall	http://www.yorkville-il.com/government.htm	630-553-4350		IL 60560
Zion (city of)	22,866	Lake	www.cityofzion.com	847-746-4000	847-746-7167	2828 Sheridan Road, Zion IL 60099

Source: U.S. Census 2000 for Population Figures as of 2000

Note: (part) indicates that the city, town or village is located in more than one county.